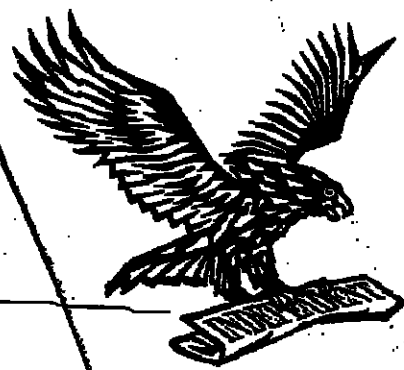


Divorce: One of the rights of mankind?

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Section Two, Living

# THE INDEPENDENT

2,995

FRIDAY 24 MAY 1996

WEATHER Dry and bright after some early rain 40p (UK 45p)

## Tories lay plans for election as spending figures raise Major's hopes Yes, the boom is coming

DIANE COYLE  
JOHN RENTOU  
and DONALD MACINTYRE

A consumer mini-boom will be under way within months, figures released yesterday show. They gave John Major one of the strongest signs yet that he could be reaping the electoral benefits of economic recovery by the autumn.

The prospect of good times to come was held out by figures showing that growth in consumer spending in the first three months of 1996 was the fastest for more than two years.

Total consumer spending rose 0.8 per cent in the first quarter of this year, the biggest advance since the end of 1993.

Growth in the underlying volume of spending on the high street recovered to 2.2 per cent, the fastest for just over a year. The pace of retail sales growth was even faster in some important sectors, such as household goods, clothes shops and department stores.

In a separate survey, the House Builders' Federation said market conditions for new house-building were the best since 1994. Almost three-quarters of members expect an increase in sales this year.

The combined evidence suggests the economy will increasingly help the Government's hopes of re-election. Although separate figures showed that manufacturing industry remains stuck in the doldrums, most economists think growth will have built up a head of steam by the autumn.

While the Tory high command continues to insist it prefers a spring election, the new economic figures will inject hope into the party of its electoral chances if it is forced to go to the country in the autumn, by a defeat in a Commons confidence vote, for example.

Tory strategists dismiss the idea that Mr Major would voluntarily seek an autumn election unless there was a dramatic leap

in the party's opinion-poll rating, now languishing 25 points below Labour. Mr Major has also let it be known he does not intend to call a snap "beef election" on the back of his plans to disrupt Brussels business. But Brian Mawhinney, the Tory chairman, has continued to urge key party figures to maintain contingency plans for an autumn election.

Well-advanced campaign plans include setting up a top-level secret committee, including Maurice Saatchi, head of M&C Saatchi, the Tory party's



advertising agency, Sir Tim Bell, the public relations guru to Baroness Thatcher when she was prime minister, Tim Collins, the party's former director of communications and a close Major adviser and Peter Gummer, chairman of the PR firm, Shandwick, brother of the Secretary of State for the Environment.

The Treasury said that it was clear that consumer demand was starting to pick up, and that the economy would be strong in the second half of this year.

This opinion was seconded by the Confederation of British Industry, even as it reported that manufacturing orders were at their lowest since December 1993.

The CBI urged the Chancellor, Kenneth Clarke, not to

reduce interest rates or cut taxes too much in view of the signs of surging consumer spending. "The economy needs a little bit more boredom as we run up to the excitement of the election," said Sudhir Junankar, a CBI economist.

City of London experts said there was no doubt a consumer recovery was under way. But they were less sure it would deliver enough votes to rescue the Conservatives.

"The famous feel-good factor is there. But you can feel great and still not like the Government," said Steven Bell, chief economist at merchant bank Deutsche Morgan Grenfell. He added: "It could be in 1997, the first year of a Blair government, when we see really rapid growth."

The latest signs of recovery do not yet show the impact of last month's tax cuts. These delivered the biggest boost to spending power since Nigel Lawson cut the basic rate of income tax to 25p a decade ago, according to official figures last week.

However, the weakness in industry, reflected in a drop in exports and slower stock building in the first quarter of this year, is likely to keep the overall pace of economic expansion modest. The Treasury has downgraded its internal forecast for GDP growth this year from 3 per cent to 2.5 per cent.

Tory strategists said yesterday that there was a clear decision that next spring was the optimum time for an election.

But an unresolved discussion has already taken place over whether it would be preferable, in the event of an autumn election, to hold it in September-October and thus cancel the party conference, with the two main opposition parties being denied a pre-election platform, or late October-November, using the Tory conference as a launchpad.

Creating fear, page 3  
Tarnished boomlet, page 22



All smiles: John Major meets schoolchildren in Downing Street yesterday. Economic revival may boost the Tories

Photograph: Edward Sykes

### Sweeter whisky leaves a sour taste

NIGEL COPE

It is a decision that will have traditional Scotsmen choking on their single malts. A leading Scotch whisky distillery is to tamper with the taste of the amber fluid in a bid to woo a female audience.

In September, Glenmorangie will launch three new "flavours" of whisky which will come with a hint of port, sherry or Madeira. The distiller feels the slightly sweeter taste, or "expression" as the industry calls it, will help boost Scotch sales among women who have traditionally shunned whisky in favour of other tips.

The marketing ploy is the latest in an increasingly uphill battle to halt the decline of Scotch sales in Britain. Hit by a combination of increased competition, high taxes and more moderate drinking habits, the industry is now going on the offensive to seek a younger, wider target market.

Glenmorangie will take its 12-

year-old Scotch, which is brewed in the traditional casks, and transfer it to port, Madeira or sherry casks for the last two years to give the Scotch a slightly different finish. All three will be priced at £25.

Glenmorangie's chairman Geoffrey Maddrell said: "The drinks have very different tastes and we hope they will appeal to women who tended to steer clear of Scotch in the past."

Alan Gray, an investment analyst at Sutherland & Partners in Edinburgh, said the industry badly needed to "add some razzmatazz" to boost sales.

John Wakeley, a drinks analyst at Lehman Brothers stockbrokers, questioned the wisdom of targeting women drinkers. "The trouble is that if you try to feminise a standard product like beer or whisky, you risk alienating the traditional consumer," he added. "You don't need to flavour the damn thing. You just need to teach them [women] to drink it differently, like with Coke."

### Howard punished in each sentence

It was an extraordinary day in the history of English criminal law. Rarely in its history has a serving Lord Chief Justice been so driven to attack a Home Secretary as Lord Taylor of Gosforth did yesterday. Quietly but publicly shredding Michael Howard's proposals for heavier, and mandatory, sentencing, he was heard by a sombre and silent House of Lords aware of his personal tragedy.

Lord Taylor, who is being forced into premature retirement at the age of 66 through cancer, and Mr Howard, his adversary, both went out of their way yesterday to avoid any suggestion of personal animosity between them.

But then the Lord Chief Justice, erect and flanked by his fellow critics Lord Donaldson and Lord Woolf, who studied very closely one of the worst jail riots in memory, never needed to resort to it.

Mr Howard's idea of introducing minimum sentences without regard to gravity, consequences or circumstances

"quite simply, must involve a denial of justice".

For Lord Taylor this was an historic moment: "Never in the history of our criminal law have such far-reaching proposals been put forward on the strength of such flimsy and dubious evidence."

Mr Howard insisted in a radio interview yesterday that his overriding responsibility was to give the ordinary citizens of Britain the protection they needed and deserved from the activities of dangerous and persistent criminals. But from the other end of an unbridgeable chasm, Lord Taylor spoke of the "enormity of the provisions".

By the end of the day, there was little doubt who had won the argument. The function of the court would be subverted by the proposals, Lord Taylor said.

Instead of sentencing according to the justice of each individual case, courts would take sentences off the shelf. In the case of the mandatory imposition of a seven-year sentence on a third-time drug traf-



Patricia Wynn Davies

ficker, it would simply fill our jails with addicts selling small quantities to support their own addiction.

Yes, of course, he continued, the Home Secretary was right to point out that Parliament could impose a minimum-sentence regime if it wanted. Yes, the compulsory disqualification for drink-driving was a precedent. But - and here came the killer line - "my Lords, I do not think driving a car is a fundamental human right. A licence to drive is a privilege granted by the state on condition that it will be exercised responsibly and safely. Its withdrawal does not seem to me to be in any way analogous with

being put in prison for a substantial period".

As to second-time violent and sexual offenders, Mr Howard had highlighted the fact that in 1994, of 217 offenders convicted of a second or subsequent serious violent or sexual offence, only 10 had received life.

"He did not say how many the Attorney General had referred to the Court of Appeal as being unduly lenient. Presumably, the Home Secretary thinks he should have referred all 207. In fact, he referred only six."

There was a very real public concern that a tiny minority of dangerous criminals could be released when they presented an unacceptable risk. One solution would be to revisit the 1975 Butler Committee for a reviewable sentence. It was not possible to justify doubling the number of life sentences simply by "scaremongering" about a very small number of offenders.

And lastly, who had said this: "The Government rejects a rigid statutory framework on the

lines of those introduced in the United States or a system of minimum or mandatory life sentences for certain offences. It would also result in more acquittals by juries with more guilty men and women going free unjustly as a result."

"Those words are not mine. They come from a Government White Paper some five years ago. They are self-evidently wise, fair and just."

With those devastating words Lord Taylor delivered his parting shot as Lord Chief Justice of England. He sat down among his colleagues, looking fleetingly exhausted. Whether minds have been changed remains to be seen, but it was a performance the English justice system will long remember.

Taylor warning, page 8  
Judicial shake-up, page 21



#### QUICKLY

##### Beef ban war

British demands that the European Union produce an action plan for the lifting of the beef ban look certain to be rejected, despite a government claim yesterday that its non-cooperation policy was "already biting". Page 2

##### £23m grant for RADA

The Royal Academy of Dramatic Art received nearly £23m from National Lottery cash yesterday. Page 3

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EXHILARATION

CLASSIC fm 100-102



## news

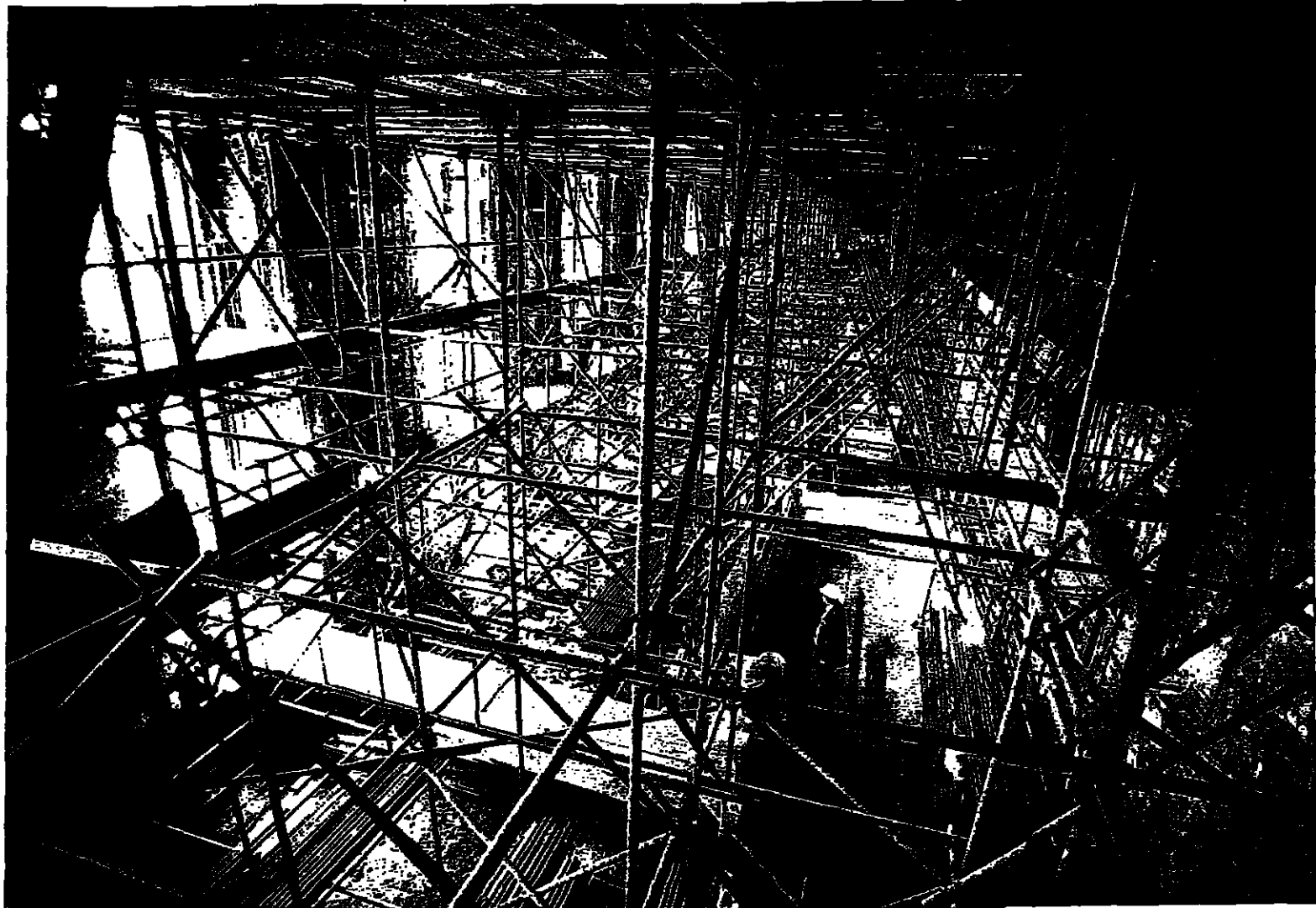
## Windsor emerges from fire's ravages

The first glimpses of restored splendour emerged at Windsor Castle yesterday, amid a jungle of scaffolding and the smell of new wood, four years after fire ravaged some of its most historic rooms, writes Rebecca Fowler.

The castle has almost dried out, only 5 per cent of the 1.5 million gallons of water poured over it remains, and the delicate stage of recreating the state apartments is under way.

Alan Frost, one of the team of architects, said: "This is the largest castle in the world still occupied; it's the Royal family home; it's the national banqueting hall, and it's also open to the public as a place of heritage. There has been nothing like it on this scale this century."

More than 100 rooms, out of 1,000, were destroyed by the fire in November 1992. Nine state rooms were left unrecognisable, including St George's banqueting hall. The restoration, led by the Duke of Edinburgh, will be completed on time in 1998 and on budget, £40m.



Taking shape: Scaffolding providing support for workers repairing the roof woodwork of St George's Hall, Windsor

Photograph: Brian Harris

## Europe in no mood to review beef ban

SARAH HELM  
Brussels  
and DONALD MACINTYRE

British demands that Europe produce an action plan for the lifting of the beef ban look certain to be rejected, despite a Government claim yesterday that its non-co-operation policy was "already biting".

In his Commons statement, John Major called on Europe to produce a "clear framework" under which the ban would be lifted otherwise the non-co-operation would continue. However, European Commission officials made clear yesterday no such timetable or framework would be forthcoming.

Makrom Rifkind, the Foreign Secretary, said yesterday the new policy was "biting" and revealed that any minister seeking an exemption would have to take his case to Cabinet ministers for a collective decision.

He also went out of his way to attack Tony Blair despite the Labour leader's pledge "not to undermine it in the interests of the country provided it is measured and lawful and backed by a massive exercise in negotiation and diplomacy".

Mr Blair said in Rome that "these negotiations have been handled woefully and we would have not started from here. But the Government has embarked on a strategy in which the national interest is engaged and I am certainly not coming here to undermine that."

He said he wanted to assure the Italian government that "the scientific evidence points to the safety of British beef". He said of the British Government's strategy: "Talk of war on Europe is foolish and deeply unhelpful. But if this is, as Kenneth Clarke has described it, a way of exerting pressure to break an impasse, by concentrating minds, that is a tactic that other countries have used."

Mr Rifkind said in London that if Mr Blair could not make up his mind on such a crucial issue it was "pretty pathetic". He said Mr Blair had "no alibis for not taking up a clear and unambiguous position".

In Brussels yesterday EU officials made it clear that if Britain chose to take the initiative by producing its own action plan it could form the basis of discussions. But they warned that the phased lifting of the ban would be linked to new British action, and not to dates plucked from the air.

Britain is being challenged to produce such a programme by 3 June when agriculture ministers meet again in Luxembourg to reconsider the lifting of the ban on semen, tallow and gelatine products.

Britain could help ease the crisis by producing an efficient programme under which meat could once again be exported if it could be clearly certified as clear of BSE.

The Commission comments yesterday raise new questions about whether Britain's policy of disruption can do anything to ease the ban, and suggest that only positive new British initiatives can help.

Extreme doubts continued to be expressed in Brussels yesterday about whether the agriculture ministers will be any more willing to lift the ban on tallow, semen and gelatine than were the standing veterinary committee on Monday.

If no firm agreement is reached on 3 June, the proposal on the partial lifting of the ban will be referred by the European Commission, who are obliged, under EU procedures, to implement it. Such a move by the Commission would not, however, lead to any further lifting of the ban without the agreed new British programme.

British officials in Brussels yesterday continued its policy of disrupting EU business by blocking a key agreement on how to respond efficiently to major disasters, such as oil spills or earthquakes.

"This is an act of petulance. Britain has shot itself in the foot by rejecting this proposal. Big accidents have international consequences and cross border co-operation is essential," said Ken Collins, the Labour chairman of the European Parliament's environment committee.



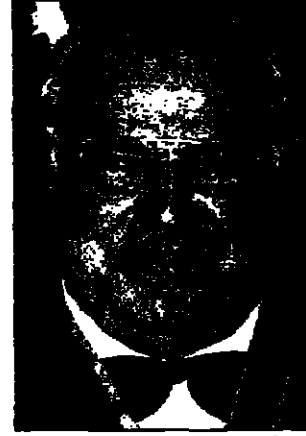
Douglas Hogg: Facing court challenge to slaughter policy



John Major: Wants timetable for lifting of EU export ban



Tony Blair: Negotiations have been handled woefully



Helmut Kohl: Worried crisis will torpedo Europol plans

## What if... Britain leaves EU affairs paralysed?

IAN PHILLIPS  
Paris  
and IMRE KARACS  
Bonn

The long term result of Britain's strategy over BSE could be to alienate its allies and block progress on issues that are very dear to the Government's heart. So far most of Britain's EU partners have reacted in a low-key way, but there are signs that their irritation is growing.

France's minister for European Affairs, Michel Barnier, warned yesterday that John Major's threats to paralyse negotiations could eventually obstruct the expansion of the Union to the countries of Eastern Europe.

If the British refuse to ratify an agreement of the Inter-governmental Conference, which is working to revise the Maastricht treaty, "there would be a crisis and the process of expansion, which everybody wishes for, would be blocked", warns Barnier.

The conference, which began its deliberations two months ago, is due to reach a conclusion in a year's time. Barnier sees the fact that the IGC has become entwined with British domestic politics as problematic, but outwardly remains confident a solution will be found.

"It is true that this will pose

a problem", he told the French daily, *Le Figaro*, "but I don't think that a great country like the United Kingdom will cut itself off from the rest of Europe. We need the British and they need Europe. We shall simply have to convince them that by joining in efforts to deepen the Union, they will not lose their souls."

In the short-term, however, he believes that any obstruction from the British over the beef embargo will have little effect on talks. "It would not obstruct the negotiations from advancing," he said.

The British position could simply slow the talks down and Barnier feels that "we should be aware of the process grinding to a halt. There is still a tendency for certain countries to remain inactive", he warned, "and this could be reinforced by the attitude of the United Kingdom."

Germany has kept silent so far over Mr Major's demarche. "There will be no comment until the Florence summit," a government spokesman said. "We do not want to pour oil on the flames of a domestic dispute," explained Werner Hoyer, the State Secretary at the German Foreign Office.

Mr Hoyer usually acts as Bonn's hard man on matters pertaining to Britain, but yesterday he was full of praise for London's hitherto "constructive and co-operative" approach to the IGC.

Behind the wall of silence, however, German officials are frantically looking for ways to defuse the crisis. Bonn is worried that Britain's obstruction will torpedo moves to harmonise the Union's embryonic police force, to Chancellors Kohl's heart. If Britain maintains its posture, an agreement that was to have been reached about Europol at next month's European summit in Florence will be foiled.

Most German commentators are familiar with Mr Major's domestic problems, and detect a pathetic man hiding behind the bluster. "Actually, Major's threat is less of an ultimatum than a cry for help aimed - of all places - at Europe," said the *Frankfurter Allgemeine* under the headline "The English Disease".

It is unlikely any help will be forthcoming from Bonn. Germany will not be bending over backwards to rescue Mr Major from the corner he has boxed himself into.

The calculations are longer-term. "All of Europe is waiting for [Major] to be voted out of office," declared the state-run television channel ARD.

## What if... the meat trade won appeal against cull?

WILL BENNETT

Farmers and abattoir owners yesterday warned that beef supplies in Britain faced collapse as they won the right to challenge the Government's cattle slaughter policy in the High Court.

"Very shortly there will be a very serious beef shortage in the UK and consumers will start to see good quality beef evaporate and prices spiral," said Dr Richard North, technical adviser to the Quality Meat and Livestock Alliance.

The Alliance, a coalition of farmers, abattoir owners and butchers, was given leave to seek a ruling that the Government order that cattle over 30 months old must be slaughtered to eradicate BSE from herds is invalid and unlawful. If the coalition wins the case it will throw the Government's anti-BSE strategy into chaos and prevent it from carrying out the mass slaughter which is seen as

crucial to having the EU export ban lifted.

Mr Justice Carnwath said: "It seems to me there certainly is an arguable point, although I express no view whether it will succeed." The full hearing is unlikely to take place before July despite the judge's direction that it should go ahead "as soon as possible".

Douglas Hogg, the Minister of Agriculture, did not oppose the application but is expected to challenge it strongly later at the full hearing. Kenneth Parker QC, for Mr Hogg, said that "serious allegations" were being made that ministerial powers had been used for an improper purpose.

Under the scheme to slaughter and incinerate all British cattle over 30 months old some 800,000 cows and 500,000 prime beef cattle will be killed this year. According to the Alliance the scheme will cost the taxpayer £550m a year.

Dr North said: "We are trying to save the British public £550m this year and every year thereafter until they stop this insanity. That is the value of the cattle to be slaughtered under the 30-month rule..."

"We are trying to save farmers from having to destroy perfectly healthy animals and we are trying to stop abattoirs and cutting plants from going out of business," said Dr North.

He added: "Roughly we export £500m worth of cattle each year. Now we are effectively incinerating our export trade. If the ban is lifted there will be nothing to export."

The Alliance's High Court action follows a legal challenge already launched by farmers and meat exporters against the EU ban. They will argue that the latter was imposed illegally in an attempt to allay consumer panic and not because of a scientifically-proven risk to human health.

## SIGNIFICANT SHORTS

Man who covered up his parents' murder has been released from prison after less than two years. Mark Newall, 26, inherited his share of their fortune, believed to be worth several million pounds.

Newall was sentenced to six years in August 1994 for helping his brother, Frederick, conceal the murders, and disposal of the bodies, of Nicholas Newall, 56, and his wife Elizabeth, 46, after a birthday night out seven years earlier. Police Detective Inspector Graham Nimmo, who worked on the inquiry for two years before retiring in 1990, said: "It was a very long and protracted inquiry. It was largely down to the fact that these two had been together, that the investigation was so long."

Newall, a former army officer, is still in Launceston Prison after being given a life sentence for helping his parents to death with a martial arts knife. The brothers buried the bodies in a shallow grave in woods on the estate of the family home at St Brude's Bay, PA.

Other towns to be counted include Manchester, Birmingham, Leicester, Nottingham, Cambridge, Norwich, Exeter, Gloucester, Bournemouth, Brighton, Reading and the London boroughs of Barnet, Ealing, Hammersmith, Kensington and Chelsea, Richmond, Tower Hamlets and Waltham Forest.

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Results of the results of tests for fibrous protein deposits, a new study has found. Three years of research for cystic fibrosis, 20 per cent of cases had a negative result, according to a report in *The Lancet*. The study was carried out by a team of scientists at the University of Cambridge.

The study found that 16 per cent of carriers, 16 per cent incorrectly, had a positive result, which meant they were "likely" to be carriers. The study also found that 40 per cent of carriers had a negative result, 40 per cent incorrectly, which meant they were "likely" to be carriers.

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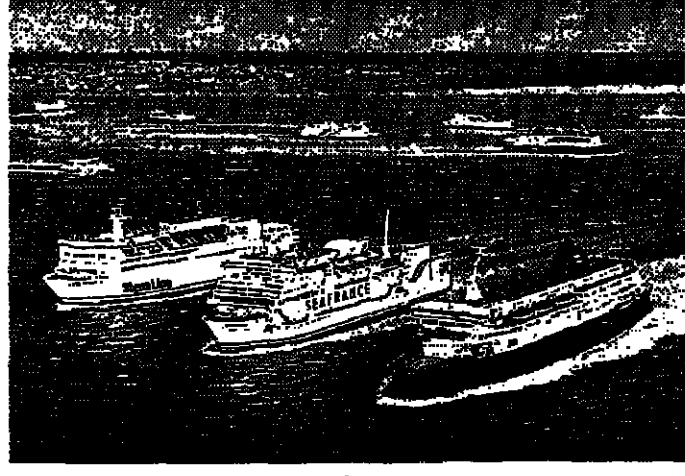
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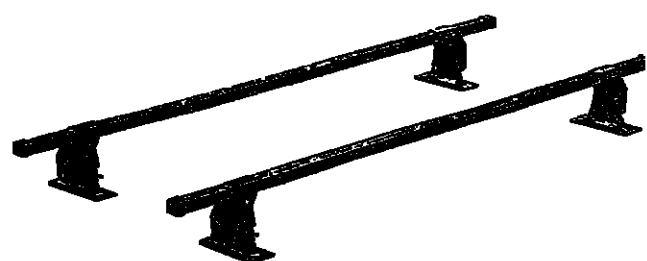






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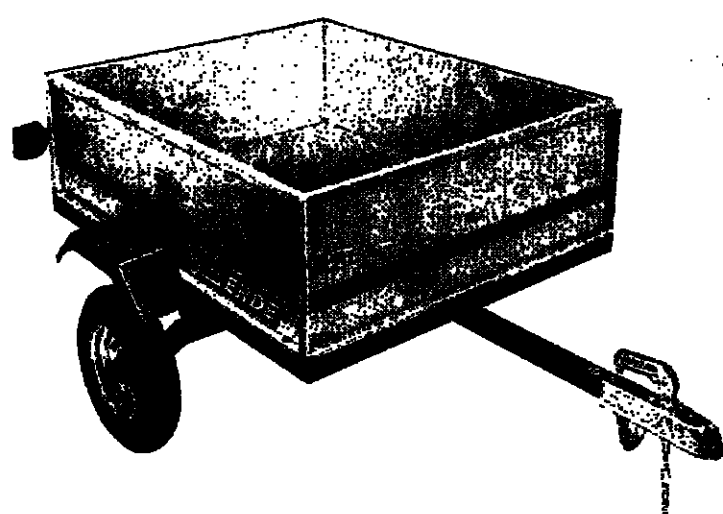
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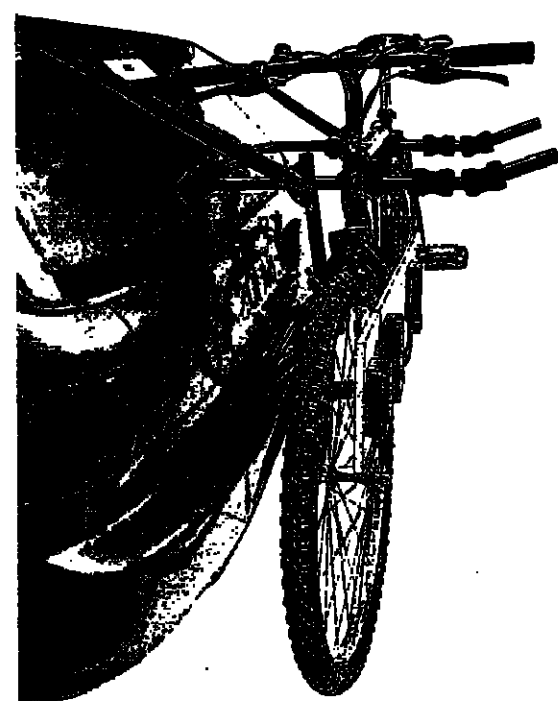
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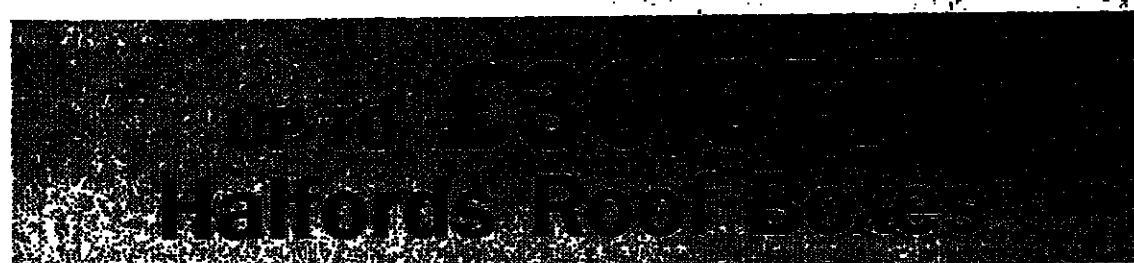
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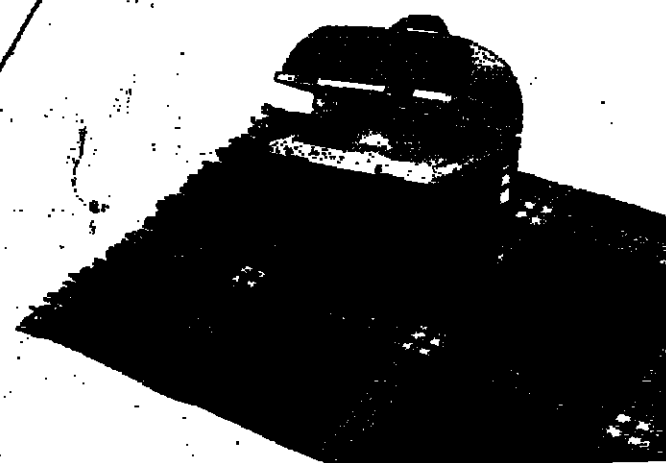


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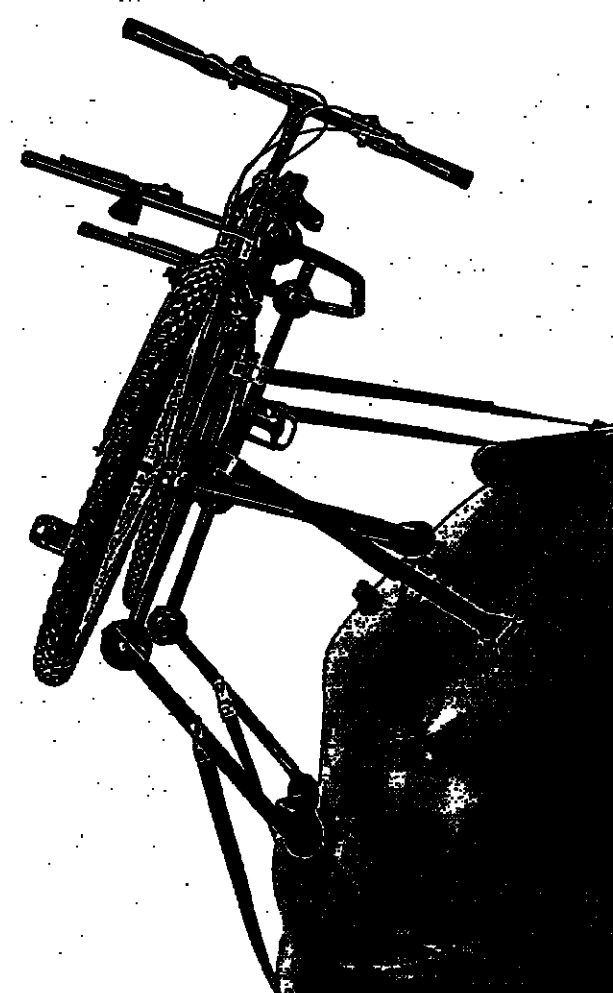


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SHORTS

# BBC news faces cuts to finance digital TV

MATHEW HORSMAN  
Media Editor

The BBC plans swingeing budget cuts of 30 per cent over five years in its news and current affairs operation, in order to finance the launch of digital TV services.

The news, confined to staff in a series of briefings this week, provoked sharp criticism from journalists and production employees, who feared the cuts would lead to compulsory redundancies and declining quality in the BBC's core news services.

"This will spell bad news for the BBC's schedule, including *Panorama* and other flagship programmes," warned one senior journalist.

But the BBC defended the cuts, which will help pay for the introduction of a new 24-hour news channel. "We are now entering a very competitive age, with more competition from specialist channels," a BBC news and current affairs spokesman said. "It's a question of survival."

He refused to rule out compulsory redundancies, but stressed that the corporation would refrain from staff to operate more efficiently in the digital age.

Virtually all parts of the current budget of £190m will be affected, staff were told. News-gathering will see its funding frozen over five years, resulting in a 15 per cent reduction in real terms, after anticipated inflation.

Production operations will see the deepest cuts, following the introduction of new technology that will allow journalists to prepare programmes at a digital workstation.

"We must be more efficient and we must be able to deliver even more program-

ming on a restrained budget," the spokesman said.

The cuts are the first sign of the price the BBC will pay to introduce its ambitious blueprint for the digital age, unveiled earlier this month.

In addition to the new 24-hour news channel, the corporation promised extended services, subscription channels and improved sound and picture quality.

Announcing the new services, John Birt, the BBC's director-general, conceded that the high costs of going digital would have to be met partly through what he called "increased efficiency."

It is expected that other sections of the BBC will also be asked to cut their budgets in anticipation of the move to digital TV.

The BBC's all-news channel is believed to be budgeted at about £15m a year, about half the amount spent by Sky News. "With this kind of money, there will be more interviews and far less reporting and analysis," a senior broadcast journalist claimed last night.

It is not yet clear whether there is a demand for 24-hour BBC TV news. Radio Five Live features round-the-clock news, with a strong emphasis on sport.

The BBC's news operations have already undergone radical changes, following the introduction of the so-called "bi-media" approach, whereby journalists file for both radio and TV.

There was fear last night that the additional cuts could lead to greater use of "video" journalism - where the journalist conducts the interview, operates the camera, and edits the final item. That approach is widely used by low-budget cable stations such as Channel One, which concentrate on local news.

# Good manners: It's just not cricket any more



Ancient and modern: 'Introduction' in a cartoon of 1786 and a 20th-century greeting



LOUISE JURY

In the old days, a gentleman always knew where he stood with a lady. He would walk on the outside of the pavement, doff his cap and give up his seat.

Today, however, Britain is becoming ever ruder. And the decline in manners may be an even greater problem than crime, according to a book published by a right-wing think-tank today.

Its authors claim loutishness on the streets, slovenly and aggressive dress, cheating sportsmen and parents sping the style of teenagers point to a crisis in manners which is having a destructive effect on social order.

And they argue that "clumsy codes of political correctness are no replacement for old-fashioned good manners" when it comes to "civilising men's treatment of women, the young's be-

haviour to the elderly, or even smokers' treatment of non-smokers."

Dr Digby Anderson, the director of the Social Affairs Unit and the book's editor, said: "Though bad manners are apparently trivial, they occur far more frequently than crime, making everyday life unpredictable, uneasy and unpleasant."

He and the other writers in *Good Manners: More Manners and the Making of Social Order*, blame trends like the greater equality of the sexes, the widespread wearing of casual clothes and the professionalisation of cricket for the decline.

Rachel Trickett, the former principal of St Hugh's College, Oxford, argues that feminists have wrongly derided the posi-

tion of the word "lady". She said: "When courtesy disappears, a condition of primitivism prevails... (Then) men will inevitably prevail for the simple biological reason that they are stronger... Women, without some code of deference or respect, become increasingly victims."

Athena S. Leoussi sees the "utilitarian attitude to dress" epitomised by the introduction of "denim trousers" as leading to the "cultural impoverishment of everyday life". Wearing gym clothes to the supermarket is a "moral transgression".

Meanwhile, the professionalism of sports like cricket is undermining its "civilising ethos" rather than creating gentlemen as in times past, claims Simon Green.

Kath Davies, of the Women's National Commission, said the ideas were "pernicious" and a divergence from real issues. Real respect came in accepting diversity in a caring society. "This seems to be another example of looking to a golden age that never was," she said.

Lord Young of Dartington, founder of the Consumers' Association and a recent father at 80, was incensed by the authors' argument that a refusal of old people to act their age had contributed to the problem. "Their view is the conventional view of an ageing bureaucratic world which requires everyone to fit into certain moulds," he said.

Many agreed that manners were not what they had been. The Duke of Devonshire, patron-in-chief of the Polite Society, said it was "depressing" and he deplored it. "But I have no solutions."

## What makes for good etiquette in the Nineties

A young woman stood up on the Underground and offered her seat to an elderly lady. "Oh, don't worry, my dear," the pensioner replied. "You must think I'm old."

In a society where distinctions of age are becoming as blurred as those of class, modern manners can be a dilemma.

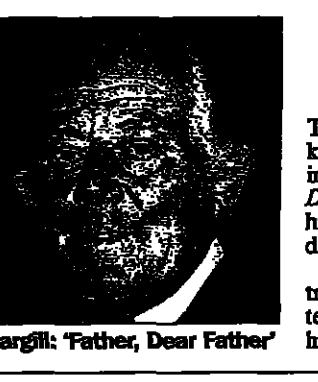
Rosie Boycott, editor of *Esquire*, says road rage is the most obvious example of lousy manners. Dame Barbara Cartland, the 94-year-old author of romantic fiction, is appalled when she does not open the door for her and howled when they reveal who they have bedded.

The Duke of Devonshire, patron of the Polite Society, is surprised when people "deliberately dress down" at social functions.

For men, it is possible rudeness worse than sexism when it comes to door-opening? Is there an etiquette for answering phones and e-mail? Charles Kidd, of Debreit's

Peerage, says the kind of queries they get now are of the what do you do about sleeping arrangements when you go to your new lover's parents' home?

The code is evolving. Ms Boycott says there should be a new set of manners, "fair and equal and non-sexist".



Cargill: 'Father, Dear Father'

# Patrick Cargill, always a perfect gentleman, dies

The actor Patrick Cargill, known to millions for his role in the hit television series *Father, Dear Father*, died early yesterday, his agent said. He was 77. He died peacefully in his sleep.

Cargill had a long and illustrious career on stage and in television and cinema, and also had some success as a playwright. *Father, Dear Father*, in which he played a man struggling to raise two teenage girls alone, ran for five years from the late 1960s.

He also played the doctor in Tony Hancock's classic half-hour sketch *The Blood Donor*. He never married, but one of his series was called *The Many Wives Of Patrick*. Often in his early career he was cast as the villain - in *Top Secret*, *The Avengers* and *The Prisoner*. Later he played the hero, but always a smooth gentleman with a world-weary air and a flair for comedy.

His play *Ring For Catty* was developed into the script for *Carry On Nurse* - and he played in the *Carry On* films too.

Cargill's health had been vulnerable since he was knocked down by a car in Australia at the end of last year, she said.

In recent years he had been working for British Airways Playhouse, an international touring company run by Derek Nimmo. Mr Nimmo said yesterday: "He was a most accomplished actor. He could extract a laugh from thin air. Anywhere in the world, whether Hong Kong or Bangkok, he would get a round of applause on his entrance, which was only right."

Obituary, page 18

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Changes in education: NUT steps up pressure over primary league tables as teachers refuse to exclude a violent pupil

## Governors urged to break law on results

FRAN ABRAMS  
Education Correspondent

Pressure on school governors to break the law by boycotting school league tables for 11-year-olds intensified yesterday as Britain's biggest teaching union launched a campaign for non-co-operation.

The National Union of Teachers is writing to 14,000 chairmen of governing bodies, asking them to withhold the results of the tests, which took place last week. The move is bound to strengthen the position of the National Association of Head Teachers, whose members hope to persuade governors to disrupt the publication of the marks.

By law, both heads and governors have to co-operate in providing the test results to

the Department for Education and Employment by the end of July. The unions argue that while heads could face the sack if they boycott the new league tables, ministers would be unlikely to take legal action against governors.

Both teachers and governors protested when Gillian Shephard, the Secretary of State for Education, announced in February that there would be league tables for 11-year-olds in spring 1997. Just 10 days earlier, she had said that the tests needed more time to "bed down" before their results were published.

Yesterday Doug McAvoy, general secretary of the National Union of Teachers, said that Mrs Shephard had caved in to pressure from right-wingers in the Tory party.

"If there was a significant number of schools [boycotting the tests], she would be very pleased, as she would be able to go to the Cabinet and say that she got it right."

"Any huffing and puffing about the law would be fairly empty - these are the people that they want to continue as governors," he said.

The two national governors' associations have been divided over the proposed boycott. The National Association of Governors and Managers has advised its members not to break the law, but the National Governors' Council has written to Mrs Shephard asking her to abandon the tables and seeking an urgent meeting.

Its vice chairman, Jack Morris, said no one was looking for an excuse to break the law but

added that previous test boycotts had not led to any legal action against schools. "We have to recognise that there was that precedent," he said.

Mrs Shephard said she had no intention of reversing her decision to publish results of the tests, which took place last week. "Parents and the wider public have a right to be able to compare the performance of schools," she said in a statement.

Mrs Shephard said she had changed her mind because of evidence that 11-year-olds were underachieving. The results of last year's tests showed that only about half of the age group reached a standard which should stretch them in English and maths, and the Chief Inspector of Schools had noted a dip in achievement in the later primary years, she added.



Term time: Graham Cram returning to school after successfully appealing against his expulsion Photograph: News Team

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## Teachers of Cram, boy 'not to act' on other violent pupil

Teachers who threatened to strike over a boy who hit a member of staff are unlikely to take action over a child who attacked another pupil, it emerged yesterday, writes Fran Abrams.

The two boys, 13-year-old Graham Cram and a 14-year-old who has not been named, were both expelled from Hebburn Comprehensive in South Tyneside and were both reinstated by an appeals panel.

In the first case, Graham, who allegedly kicked a teacher, was allowed back to school earlier this month but taught in isolation after staff threatened industrial action. Governors are due to meet to discuss the second case, but the boy is expected to return to lessons.

Yesterday the general secretary of the union which threatened to strike said staff were unlikely to take action over the second boy because he had attacked a pupil rather than a teacher.

Nigel de Gruchy, general secretary of the National Association of Schoolmasters Union of Women Teachers (NASUWT), said that the law might not recognise action in defence of pupils as a legitimate trade dispute.

"The staff at the school haven't actually come to us requesting any industrial action because this was pupil-on-pupil violence. The kid involved didn't disrupt his class."

"Although in many cases we would like to take action to defend pupils, we need to be certain that the law would allow us to," he said.

The two cases have caused anger among both teachers and parents. Margaret Morrissey, spokeswoman for the National Confederation of Parent Teacher Associations, said the protection of pupils was just as important as that of teachers.

"I would hope the NASUWT or any other union would take this just as seriously it does when a pupil attacks a teacher. We will look with interest to see what its reaction will be."

The school's head teacher, Madeline Watson, was not available for comment yesterday.

Disruptive pupils usually blame their classmates for their behaviour, according to research published yesterday. Interviews with 160 children carried out by the National Foundation for Educational Research revealed that most felt either that they had been goaded into bad behaviour or that they did it to impress their friends. Bad relationships with teachers, boring lessons, family problems and bullying were also mentioned as causes. The research officer in charge of the project, Kay Kinder, said vocational courses which might be more relevant to these pupils could help to improve their behaviour.

## Ex-soldier jailed for life after 'gay hatred' attack

JOJO MOYES

A former soldier who warned that gay men would never be safe from him was jailed for life at the Old Bailey yesterday, for the attempted murder of a man who picked him up in a bar.

George Rees, was left with a "festering hatred" of homosexuals after he suffered homosexual rape and was "bullied, tortured and abused" during his career in the Blues and Royals Cavalry Regiment, the court heard.

Passing sentence, Judge Richard Hawkins QC, said the "very dangerous" 39-year-old squaddie was motivated by "homophobia and a desire to steal".

"You said you were quite prepared to kill as many gay men as possible," he said, adding that prison authorities should bear in mind medical reports showing that Rees posed a threat to other prisoners.

As he was led from the dock, Rees, who pleaded guilty to a charge of attempted murder, smiled at the judge and said: "Perhaps I will be out in time for Manchester City to come back to the Premier League. Thank you. Have a nice day."

The court had heard that Rees, who left the army in 1972, met Tony Grundy in a bar in central London last October. Over drinks they "discussed homosexuality and the former soldier's experiences in the Army", said Peter Kyle QC, prosecuting. Mr Grundy then invited him back to his luxury flat.

Under the "plain impression" they were going to have sex, Mr Grundy began leading

the way to the bedroom when he felt the point of a knife in his back. Rees, originally from Moss Side, Manchester, stripped and bound Mr Grundy and goaded him about his sexuality before stabbing him three times.

Holding the knife to his jugular, he told his victim: "You are bleeding to death. You won't die yet - you have 20 minutes. Your only chance is to give me cash."

After Rees left with his valuables, Mr Grundy managed to stagger to a neighbour's flat to raise the alarm. He lost four pints of blood and gave police a graphic account of "feeling bubbles in his breathing", but he was saved by emergency surgery.

Rees, already on the run from a six-and-a-half year robbery sentence, was arrested shortly afterwards and immediately confessed. He was "stunned" to hear Mr Grundy was still alive, as he had been "aiming for the heart".

In a statement, Rees said: "In my heart of hearts I had done something which I knew had been coming for a long, long time. After the stabbing I felt a great sense of relief. He epitomised everything I had gone through 20 years ago."

He told police he had also wanted to kill actor and gay activist Michael Cashman for his campaign to end the ban on homosexuals in the armed forces.

"It was very worrying, especially as the police said they believed he had every intention of carrying out his threat," Mr Cashman said after the hearing.

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**Changes in education:** Companies stand accused of exposing children to commercial messages in the guise of learning

# Lessons with a logo 'tainted by advertising'

JUDITH JUDD  
Education Editor

Businesses are targeting pupils with educational packs which are biased, plastered with company logos and encourage children to eat unhealthy food, a survey from the National Consumer Council claims.

The council says there has been an explosion of commercially sponsored resources for schools in the last few years – around 5,000 for technology alone – with industry spending about £300m a year.

It is issuing new guidelines for teachers, governors and parents after finding a worrying number of flaws in educational packs.

Some firms are using sponsored material to persuade pupils to eat unhealthy food; Others are plastering their name and logos all over the materials; Some are using the materials to extol the virtues of their own products; Some fail to mention basic arguments against their activities.

Cadbury's *World of Chocolate* resource pack for 11 to 12-year-olds says: "Chocolate is fun to eat at any time of the day and gives you energy and important nutrients."

A Halifax Building Society pack on personal finance for school students is "a very useful resource" but says: "A Halifax Cardcash account is ideal if you're working part-time."

*Energy and the Environment*, from British Nuclear Fuels Ltd fails to mention "the one key drawback of nuclear waste, that it takes up to hundreds of thousands of years or more to decay and become safe."

Materials from the Meat and Livestock Commission contain no recipes which do not use meat and includes "Ideas for turning pizzas into Meatzlas".

In a Kellogg's pack providing lively activities on health, Kellogg's is the only brand-named product in the illustration.

Voucher schemes for computers and schoolbags run by Tesco's and Sainsbury's respectively "reward schools where parents are pestered to shop – in particular, supermarkets." They disadvantage pupils who do not live near a supermarket.

David Hatch, the council's chairman, said commercially-sponsored teaching packs could be invaluable at a time when school funds were scarce but argued for a debate on "the rising tide of US-style commercialism in our classrooms to ensure commercial sponsorship does not take the place of state funding for core education activities."

In America, he said, pupils were bombarded with advertisements throughout the day, sometimes on compulsory television programmes which included advertising. "We want to protect British classrooms from these excesses. The classroom should be a place of learning, not a free-for-all for business interests."

A spokesman for the Halifax said: "The educational value of our materials for schools far outweighs any advertising benefits to us. There is a high take-up by schools of the pack."

Tesco's said: "The computer vouchers are an added bonus issued for every £25 spent in a single transaction. Tesco only sends schools' information packs to schools in areas where there is a high percentage of Tesco shoppers. Therefore parents are already highly likely to shop at a Tesco store."

Cadbury's said: "Our resource pack has been compiled in close conjunction with a number of teachers along with the Birmingham Education

Partnership. It addresses key stages in the National Curriculum and covers areas such as maths, science, geography and history in an interesting format."

However, The council does commend Eastern Electricity's *Electric Box* for primary school science, which contains light bulbs and wire for circuits.

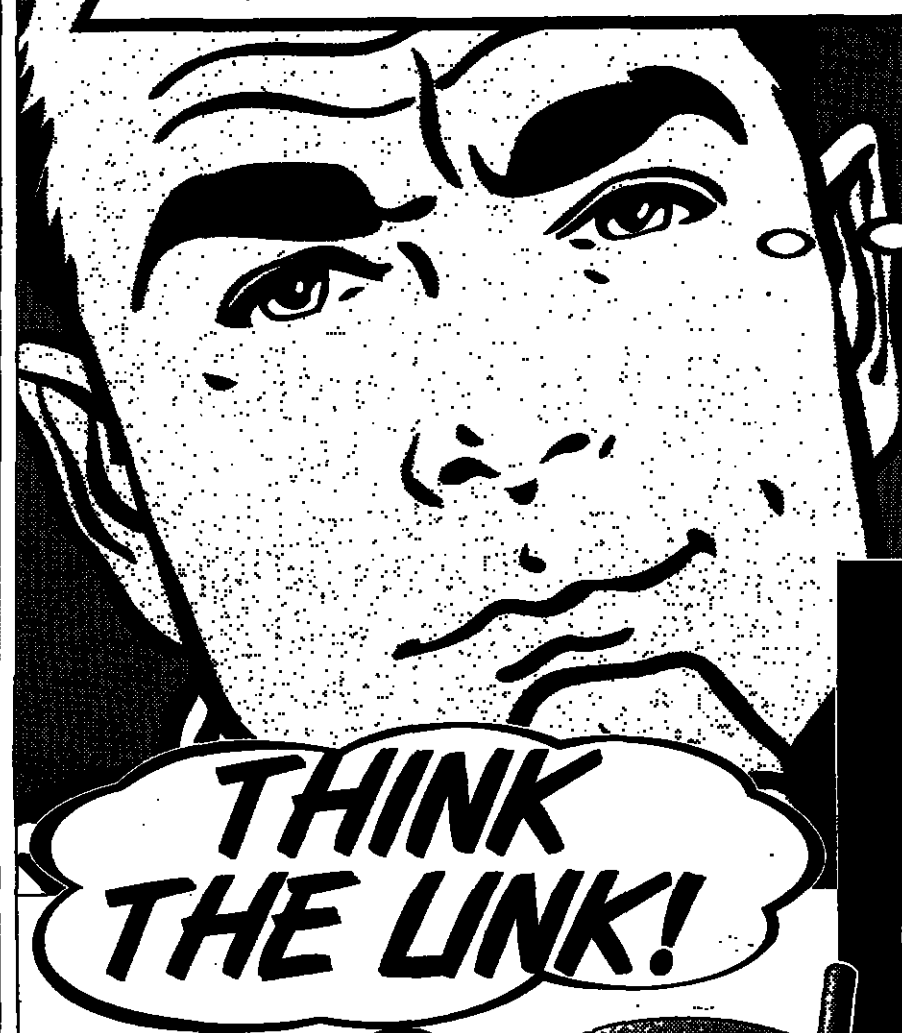
Materials from the Meat Livestock Commission and the Food and Drink Federation are praised for including pictures of children from different races, while the Sugar Bureau produces information warning that too much sugar can contribute to tooth decay.



Class of 96: Commercially sponsored educational packs at the National Consumer Council

Photograph: Edward Webb

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politics**Crime debate:** In his final speech, Lord Chief Justice says proposals for minimum sentences are based on 'flimsy evidence'

# Lord Taylor warns against Howard's plans

"Never in the history of our criminal law have such far-reaching proposals been put forward on the strength of such flimsy and dubious evidence," the Lord Chief Justice, Lord Taylor of Gosforth, told peers yesterday. Lord Taylor, who is retiring because he is suffering from cancer, used his final speech in the Upper House to warn of the "very grave consequences" if the Government enacted its plans for minimum sentences for repeat offenders.

Opening a debate on the Home Secretary's White Paper, *Protecting the Public*, which proposes minimum sentences for persistent burglars, drug dealers and rapists, he said: "The shallow and untested figures in the White Paper do not describe fairly and clearly the problems the Government seeks to address - still less do they justify the radical 'solutions' it proposes."

In a blunt appeal to Michael Howard to think again, he said: "Quite simply, minimum sentences must involve a denial of justice."

"It cannot be right for sentences to be passed without regard to the gravity, frequency, consequences or other circumstances of the offending."

"15 sentences a burglar automatically to a minimum of three years on a third conviction is to take no account of whether he is before the court for only three offences or 30, whether they involved sophisticated planning or drunken opportunism ...

"To impose a minimum sentence of seven years on those

**Inside Parliament**  
**John Rentoul**

convicted for the third time of trafficking in prescribed drugs will simply fill our prisons with addicts who sell small quantities to support their own addiction."

He said the "escape clause" - allowing the court to depart from the tariff in exceptional cases - would be the "worst of both worlds".

It subverted the function of the court, which was to sentence according to the justice of each individual case.

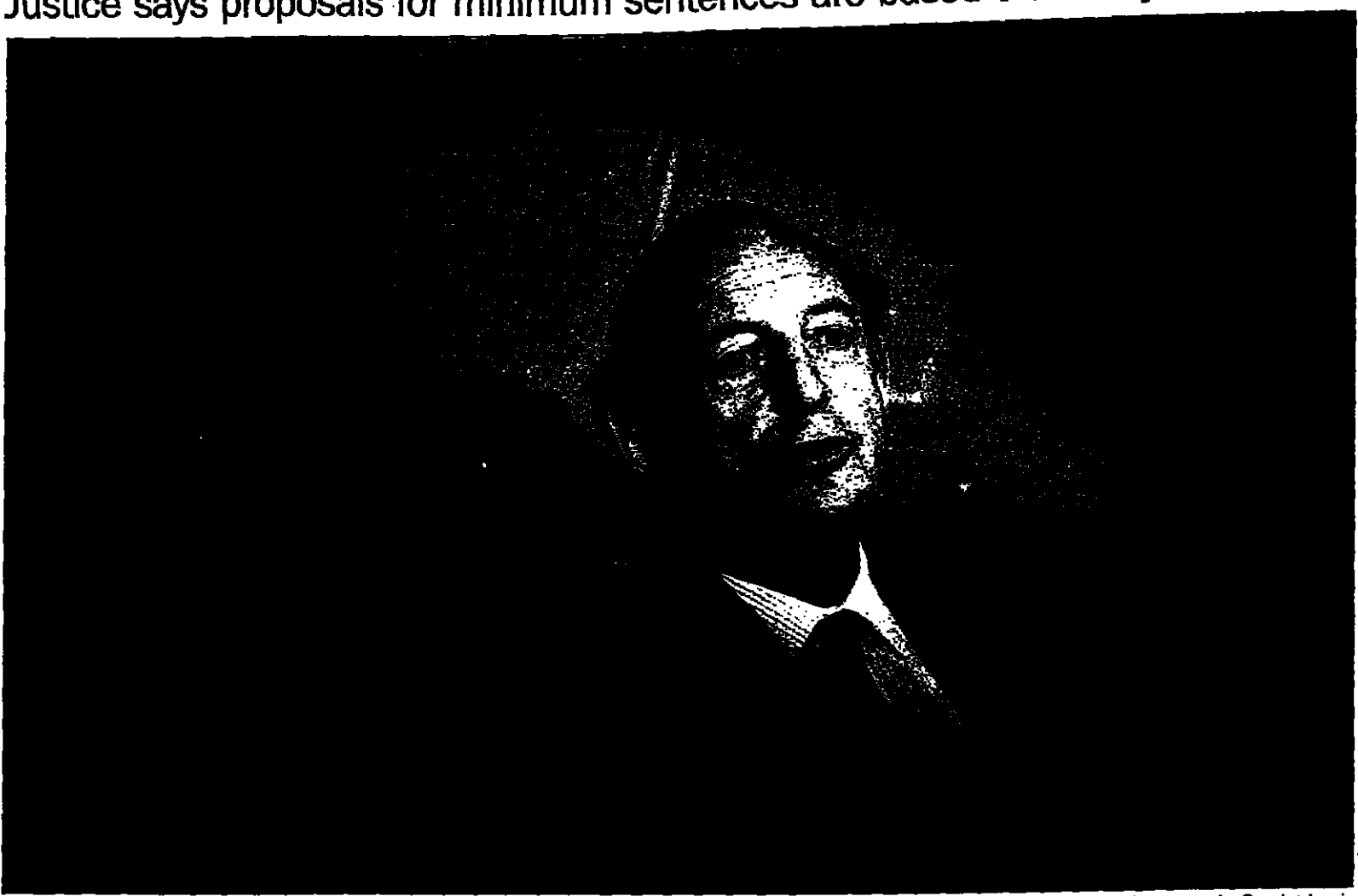
He mocked Mr Howard's

claim yesterday that 207 out of 217 convictions for second serious violent or sexual offences in 1994 had not led to life sentences. "Presumably, the Home Secretary thinks [the Attorney General] should have referred all 207 ... to the Court of Appeal as being unduly lenient. In fact he referred only six. The problem is therefore nothing like as great as the White Paper makes out," he said.

Lord Taylor quoted with relish from a 1990 White Paper which said: "The Government rejects ... a system of minimum or mandatory life sentences for certain offences" because "more guilty men and women" would go free.

In debate, only one peer - Tory Baroness Rawlings - defended Mr Howard's plans as the House united to pay fulsome tributes to Lord Taylor, who will be succeeded today by Sir Thomas Bingham. Sir Thomas will in turn be succeeded as Master of the Rolls by the law lord Lord Woolf.

Lord Lester of Herne Hill, a QC on the Liberal Democrat front bench, told Lord Taylor: "You will be recognised by future generations as the greatest Lord Chief Justice of this century."



Lord Taylor: Succeeded today by Sir Thomas Bingham, he yesterday appealed for a rethink on sentence tariffs

Photograph: Geraint Lewis

He claimed Mr Howard's proposals would "not deter but would actually encourage crime". Lord Taylor prompted Lord Williams of Mostyn, Labour's spokesman in the Lords, to attack the Home Secretary's plans more aggressively than Jack Straw, Labour's spokesman in the Commons. "Sentencing in a civil society should be flexible," Lord Williams declared, describing minimum mandatory sentences as "a perversion of justice".

Lord Carr of Hadley, Conservative former Home Secretary led a succession of five Tory ex-Home Office ministers who joined senior judges and the opposition in demanding a rethink, with "very, very substantial alterations" to the White Paper.

Lord Belstead, who was also leader of the Tories in the Lords, Lord Windlesham, Lord Carlisle and Lord Elton agreed. Several of Mr Howard's proposals had direct American origins, Lord Windlesham said, and America was hardly the best place to look for well considered and effective criminal justice legislation.

He urged: "If we want to avoid the adverse consequences of similar policies introduced for similar reasons in the United States, I suggest to the Government that the voices of those who do have first-hand experience are listened to."

Lord Mackay of Clashfern, the Lord Chancellor, winding up the debate, also paid tribute to Lord Taylor, before delivering a low-key defence of the Home Secretary's position.

He said he admired the clarity of judgments and the courage Lord Taylor had shown over the last few "sad" weeks. Lord Mackay said it was right that the Government should respond to public concern about crime.

The Department's working paper attempts to answer the criticisms by saying any deals must take into account other conditions from which the patient suffers. Doctors would have to remain free to prescribe any drug, and not be restricted over where they were treated. Data collected from patients should remain confidential and services should be published and open to public scrutiny.

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## NHS warned over letting drug companies run patient services

NICHOLAS TIMMINS  
Public Policy Editor

The NHS would be behaving like "a turkey voting for Christmas" and for its own privatisation if it strikes deals with drug companies allowing them to run patient services, a leading doctor warned yesterday.

The alert came as Stephen

Dorrell, the Secretary of State for Health, is considering allowing NHS Trusts and GPs to strike "disease management" deals with pharmaceutical firms. Under the agreements, the companies would provide anything from an asthma service to, at the extreme, a complete cancer service.

Dr Harry Burns, director of

public health medicine at the Greater Glasgow Health Board, said the move raised ethical issues and would have profound implications for the NHS.

Having banned such deals in 1994, Mr Dorrell has now issued a working paper setting out a framework under which they may be permitted when the ban runs out next month. A Department of Health spokesman said no decision had been taken, but the paper makes clear Mr Dorrell's interest.

Dr Burns warned, however, that the packages could be a ploy to ensure a company's products were used in preference to a competitor's, or to cheaper generic drugs. Single-disease management risks losing co-ordinated care where patients had more than one illness, and drug companies in the UK while "highly competent, ethical and well-managed" have "no track record in the provision of health care".

In the US, they run cancer centres and packages for asthma, diabetes, epilepsy and high blood pressure, aiming to pay for the service from savings from unnecessary admissions.

Dr Burns stressed he had no ideological objection, but "if the NHS does this, it should do so with eyes fully open to the consequences. Trusts would be letting private companies take over their business. It would be privatisation of health care." Contracting out care management, data analysis, treatment guidelines and other areas in which the pharmaceutical industry is interested would be handing over the areas essential to delivering cost-effective care, he said. The likely result would be "like turkeys voting for Christmas".

The Department's working paper attempts to answer the criticisms by saying any deals must take into account other conditions from which the patient suffers. Doctors would have to remain free to prescribe any drug, and not be restricted over where they were treated. Data collected from patients should remain confidential and services should be published and open to public scrutiny.

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# Police set to adopt CS sprays after trial

JASON BENNETTO  
Crime Correspondent

Police officers in England and Wales are set to be armed permanently with CS sprays after initial findings from trials concluded the device is a "success".

About 2,500 officers in 16 forces were issued with the sprays at the beginning of March as part of a six-month trial. Police chiefs hoped they would help stem the rising number of injuries against officers sustained on duty.

Opponents of the spray have argued that it has dangerous side-effects and has not been properly tested.

In the first two months, sprays were used on 131 occasions and were drawn but not fired in another 174 incidents.

A report carried out for the Association of Chief Police Officers (Acpo) self-defence sub-committee concludes that there has been a positive response from patrol officers to the incapacitant. It is understood that the study found no long-term medical problems from using the spray. In no case has a doctor needed to recommend further medical treatment beyond the initial aftercare.

The report also says people are recovering from the effects of the CS within minutes, which the experts had predicted. CS spray takes immediate effect and causes streaming to the eyes and nose, eyelids spasms, breathing difficulties, and in some cases blistering to the skin.

A final decision will be made at the end of the six-month trial, but police sources said chief constables were increas-

ingly convinced the sprays should be adopted nationally. They have pointed to a growing number of incidents in which the spray, or the threat of it, has been useful in dealing with violent offenders.

An example occurred a week after the trials began. Police were called to a disturbance in which a 23-year-old man had barricaded himself into his room in Forest Gate, east London, after threatening his family with a chisel.

When police officers tried to talk to him he lunged at them with a spear before setting fire to his room. The officers used to spray to disarm him and get him out of the burning building. News that the police believe the sprays are a valuable addition to their armoury will cause concern to civil-liberty groups.

Early this month Liberty called for the trials to be halted after it accused the police of breaching the guidelines covering the use of the spray.

They highlighted two cases. One in March involved a man who died in police custody in east London after CS spray was squirted into his face although his arms were handcuffed behind his back.

However, the police have stressed that a post mortem found that Ibrahim Sey, 29, was suffering from heart disease. In the second case a group of nightclubbers is to sue the Merseyside police force after officers allegedly released CS spray into their coach, and then shut the doors. Liz Parratt, campaigns co-ordinator of Liberty, said: "We think it is therefore very difficult to describe the trials as a success."



Tin of the past: The Victorian mission hut, originally supplied out of a catalogue from an iron yard in London (below)

Photograph: John Voos

## Tin church rededicated on a mission to preserve

CHRIS MOWBRAY

Even in its heyday, the little Victorian mission hut made of corrugated iron sheets nailed on to a cheap wooden frame was hardly an architectural gem.

But the church, which cost £70 to build in 1891 and which served the scattered rural community of Brinsgry Common, Herefordshire, for nearly a century, has now taken its place among some of Britain's most precious buildings.

The 12-metre long prefab, supplied out of a catalogue by J.C. Humphreys Iron Yards and Works of Ludgate Station, London, has been rebuilt at the Avoncroft Museum of Historic

Buildings in Bromsgrove, Worcs, nearly 40 miles from its original site, and was rededicated this week.

The Right Rev John Oliver, the Bishop of Hereford, in whose diocese the church used to stand, officially handed over the building to the Right Rev Philip Goodrich, the Bishop of Worcester.

A 100-strong congregation was made up of former parishioners, who had saved the church by devotedly caring for it since it closed eight years ago, local church-goers, contractors who carried out the rebuilding work and museum officials including its president, the author Lucinda Lambton.

The Bishop of Hereford said: "It is one of the humbler structures in this museum and it may not be made of stone, but what does that matter? It is a piece of history preserved."

Dr Simon Penn, the museum's curator, said: "The whole thing was a total time warp with its font, lectern, altar and all its other fittings intact, and was still very much a living, breathing, church. It represents an historic moment in architectural design - the introduction of corrugated iron as a new, durable building material. It is a perfect example of buildings which were once numerous all over the world but which are now becoming very rare."

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## Council tenants stuck on benefits

NICHOLAS TIMMINS  
Public Policy Editor

Council tenants are being pushed to the margins of society, left behind by the right-to-buy and trapped on benefits, a study by the Institute of Fiscal Studies revealed yesterday.

But, short of benefit cuts, which would reduce the incomes of the poorest in society, measures to improve their incentives to work will be costly, the report says.

Twenty years ago, council and housing association tenants were in the mainstream of society. Now they are "at the margins", nearly half of them from the poorest fifth of the population.

More than half have no income from employment. While average incomes have risen by 30 per cent, that of social housing tenants has fallen by a fifth since 1973. And because no new council housing is being built, only the most needy have been able to move in.

But while income has gone down, the rents have gone up, doubling in real terms since 1979 as the Government has ended subsidies to council housing and poured money into housing benefit, to help individuals pay the higher rents.

But, "the combination of low wages, higher rents and the benefit system has made the returns to working very low for many tenants," Paul Johnson, one of the report's authors, said.

To improve work incentives, rents could be cut, or in-work benefits made more generous. But both approaches are costly. Cutting rent levels by 25 per cent, taking them back to 1988 levels, would cost £1bn a year.

Mr Johnson said: "If you want people in full-time work and able to get off means-tested benefits, the approach is to spend a lot on reducing rents."

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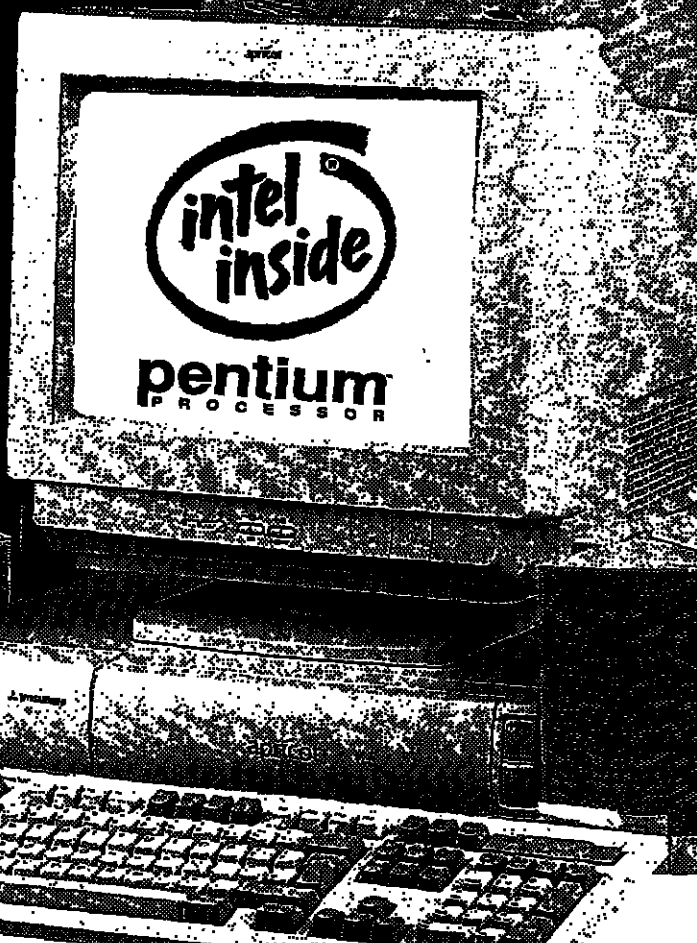
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edited by David Lister

## arts news

**Betty Trask Prize:** Tale of serial killer wins award for a first novel as judges condemn 'depraved' and 'squalid' prose of entries

## Violence and sleaze keep out romance

MARIANNE MACDONALD  
Arts Correspondent

What a wonderful, gleeful irony! On Wednesday one of the judges of the Betty Trask prize for romance delivers a pulverising attack on the violent, squalid and explicit nature of the books which were entered. Last night the winner is announced: John Lanchester's *The Debt to Pleasure* — about a serial killer who has murdered his entire family.

Lanchester's book is a gourmet's guide to murder, admittedly written in exceptionally elegant prose. But it contains not a sniff of romance, unless you count the relationship between the honeymooners whom the narrator goes on to kill.

So the decision to award the £8,000 first prize to Lanchester — deputy editor of the *London Review of Books* — must have been crushing for Graham Lord, the judge who so wholeheartedly criticised the entries for the £25,000 prize endowed by Betty Trask for first novels "of a romantic or traditional nature". It was an equal blow for Charlotte Bingham, the novelist who chaired the judging. "At least 50 per cent of entries submitted to the judges were too appalling to repeat. Some of them were absolutely depraved. It is such an awful waste of trees," she said yesterday.

Mr Lord's attack was the most interesting, for he is a man around whom fragrance seems irresistibly to play. "Women novelists nowadays are

increasingly writing books that are astonishingly sleazy, foul-mouthed and violent," the novelist railed in the *Daily Mail*. "A third of all this year's entries were amazingly squalid."

Women such as Tania Glyde, who took Mr Lord's personal prize for gratuitous sleaze. "Tania Glyde's *Clever Girl* manages to mention in the first few pages a dog's sexual excitement, dildos, various body fluids, child abuse, loveless sex, lavatory paper and all the usual four-letter words," he warned, "not to mention a girl's irresistible lust for a thick, Habitat pottery lamp..."

What worries Mr Lord is precisely why females are turning to violence. "Once it was women who softened and civilised their men and children," he observed. But now he accuses young women of "abandoning their femininity and embracing yobishness". "Even young, middle-class mums are increasingly scruffy nowadays and swear like navvies."

And so they are producing coarse, nasty books. Deborah Bosley's *Let Me Count The Ways* is the "utterly unromantic story of a girl whose homosexual husband has AIDS"; Louise Doughty's *Crazy Paving* is "awash with foul dialogue, graphic descriptions of masturbation, menstruation and vomiting".

Mr Lord has a point. Young women are writing about sex and violence in a way that they did not before. But that is not to say that they used to ignore the realities of life completely. The



Tania Glyde: Author of *Clever Girl*, attacked for sleaze

Photograph: Jillian Edelstein

fashion for Gothic novels from the end of the 18th century was led by Mrs Radcliffe and Mary Shelley and they were packed with death and destruction.

But as Jill Paton Walsh, the Booker-shortlisted author of *Knowledge of Angels*, points out: "The world and the media in general are becoming more explicit and violent."

The point of Mr Lord's tirade should not have been whether women have started to write

about the things they have always done (masturbation, menstruation, sex) but whether they are doing it well.

The answer to that has to be that, on the whole, they are not. There is little point describing sex and violence unless this is central to the plot, or the very point being made — as in Brett Easton Ellis's *American Psycho*. But many others in the Brutalist mould are simply not well characterised, plotted or written.

True, millions of novels have managed to be both good and non-sexually explicit. But times change. And as long as most women writers avoid the temptation of the pointless orgasm, we should not worry too much about the odd *Habitat* lamp.

Runners up for the Trask award were: Meera Syal for *Anita and Me*, Rhidian Brook for *The Testimony of Taliesin Jones*, and Louis Caron Buss for *The Luxury of Exile*.

## Why I write explicitly on a woman's real desires

TANIA GLYDE

I am, of course, dead chuffed that my first novel, *Clever Girl*, has been condemned by the *Daily Mail* as Most Sleazy Entry for the Betty Trask Novel Award.

However, I soon skidded to a halt on the path of sperm and mucus that I'd laid down for my triumphal march past. The priggish naïveté of the writer, Graham Lord, and the lifeless piling of the Orange Prize judges he quotes so extensively in support of his argument, suddenly struck me as sinister. The whole boring "controversy" only reinforces my conviction that after a certain age, the average person's receptivity to new ideas transforms irrevocably into nostalgic self-deception.

The point is, women don't hide their shit in scented floral bags tied with ribbons any more. (Not that we ever really did: we were just condemned much more if we didn't.) My novel (which Graham Lord couldn't handle after page 47) is a very black, explicit, comedy about a young woman, the ultimate round hole who meets too many nasty square pegs, who goes out and gets superb, if sad, revenge on the world.

Many people have found it very funny. It's fiction, but the anger and so-called obscenity (er, masturbation and sex) are directly descended from fact. At 13 you're as desperate for a shag as any boy, believe me. I'm always amazed when I hear people asking how the hell to

### Lust for a lamp

From Tania Glyde's *Clever Girl*

I went downstairs to watch *Monty Python and the Holy Grail*. I sat cross-legged on the ground. Eric 'n' Ernie bounced and flined in their various ill-fitting suits. As I watched, I found myself dividing my attention between the screen and the thick, bulbous *Habitat* pottery lamp on the coffee table beside it...

The lamp sat and pointed upwards. The harder I stared at it the more I wanted it inside me. It was a peculiar sensation. As my eyes passed back and forth from screen to lamp, I could not prevent tiny serpents of helpless lust gathering before my eyes, entering me and descending en masse. I imagined myself squatting over the popular ceramic and somehow managing to absorb its entire girth.

explain nuclear war and AIDS to a child: I could handle those brilliantly compared to how I would explain to a young girl, like my character, that her desires are normal, but if she goes out to fulfil them she will face a tide of abuse. I vowed one day I'd write about all that. It looks like a lot of other writers have felt the same, however distanced the fictional arenas they may have chosen.

Is this "sleaze"? To me, "sleaze" is power games and manipulation. "Sleaze" is what's done to women and children to keep them under control. I'm saddened to see that it is other, powerful, women who are just as keen to shut us up.

The critics of "sleaze" must have private lives which make a dead cat look exciting. Of course, the writer's life is a paradox: to write you must be indoors, alone, very alone and, mostly, sober. But you also have to live. Life is savage, visceral, often incomprehensible and full of bodily fluids. Life is also about ideas. There are a lot of them around. My second novel deals with the Human Genome Project, modern-day witchcraft and the impact of mass hysteria. Tell me that doesn't have "major themes" and "big ideas", to paraphrase one Starfruit whinger who says we've lost them.

However, I should warn all *Daily Mail* readers and their friends that the book also contains, among other things, blood, shit, sex, drugs and swearing. No, I'm not expecting any prizes if the current climate of opinion in Little England is anything to go by.

I'm left with an overriding feeling: here we go again, two nations at war, the old chins: contingent covering their ears against the repulsive beats of the new gang. However, I must tell you, my dear dismayed critics, that the noise you are hearing from is no more than the fearful thumping of your own hearts.

### DAILY POEM

#### Varèse improvises the Levitation of the Pyramids

By Pauline Stainer

I require  
the most coaxing acoustic —  
the quartet  
in one movement  
the zither with waxed silk strings.

I introduce  
a siren, Chinese blocks,  
hawkbells and ocarina,  
ghost drum-set,  
the roar of the desert lion.

They levitate  
to tape alone,  
rising gradazione  
through the haze  
by grace of electronics

and as they dream  
at altitude,  
flexing their photons  
against the hot mouth  
of the swallow

I build the echo

Anthologies, the stocking fillers of publishing, are notoriously difficult to pull off. They also create a dilemma for the reader: how, quite, to approach a hundred or so disparate pieces of writing, musings and verse. To dip or to plough? The sitting of AS Byatt's short story "A Lamia in the Covenances", at the beginning of *New Writing 5* (Vintage in association with the British Council, £6.99) suggests the second method. And the effort, over some 400 pages, is rewarded through prose contributions by Louis de Bernières, Philip Hensher, Rose Tremain, William Trevor, and poetry by Dannie Abse, Charles Tomlinson, Jon Siskin and Pauline Stainer. An intriguing and satisfying primer in contemporary writing.

## Benefactor from a bygone age

MARIANNE MACDONALD

Betty Trask, the romantic novelist who endowed one of the Britain's best-known literary prizes, has been out of print herself for decades.

Miss Trask wrote *The Merry Belles of Bath* in 1957, one of 33 novels she penned with Barbara Cartland-style regularity between 1933 and 1957. But its depiction of coy misses, marriage-orientated mothers, and naughty roudes owes more to that much-loved mistress of the romantic historical genre, Georgette Heyer.

Miss Trask endowed her

£25,000 annual prize for first novels of a traditional or romantic nature by authors under 35 — they need not have been published — 13 years ago.

She lived with her mother in Frome, near Bath, in Somerset, and there is no evidence of any sexual entanglements. Men were purely of professional interest to her, and, unlike Jane Austen, there is nothing to suggest that she ever considered marriage.

Much of Miss Trask's wealth was inherited, although she herself built up a solid following for her jolly tales of young women searching for marriage,

which had titles such as *Love Has Wings* and *Love Has No Limits*.

Her family had made money from silk-weaving, clothing manufacture and quarrying, and their fortune meant that they could afford to live in Eaton Square, Belgrave, in central London, when she was a young woman. She is said to have been "pretty but retiring" in her youth.

Later, she developed into a thin, elderly woman with a rather grand manner. Her last 35 years were spent in a dilapidated and tiny terrace house in Frome, where she died in 1983, aged 88.

## £20m arts complex planned

Brighton's historic Dome Complex is likely to be turned into a £20m international arts centre.

The scheme has been conceived and will be carried out by Brighton Festival, in partnership with Brighton Borough Council, with the help of more than £5m from the Government's regeneration challenge fund, and a new award of £400,000 from the National Lottery.

Work is expected to begin in the autumn of next year, with completion by the year 2000. This lottery award to enable a

design scheme, costings and consultations with heritage organisations is expected to be followed by a much larger award of lottery money next year.

The new Dome will house a concert hall with extended stage; a middle-scale theatre; an upgraded and expanded museum and art gallery and a large, flexible performance and exhibition space.

The Dome Complex, which will be managed by Brighton Festival from this autumn, forms part of a larger cultural regeneration of Brighton's town centre.

Premises near the Dome will be converted into start-up fashion and craft units, aimed at students, with goods marketed to the famous specialist shops in the Brighton Lanes.

Christopher Barron, director of the Brighton Festival, said the resort would now have true international and cultural status. "It is the most exciting opportunity the town has ever had."

The Dome complex consists of a sequence of Grade I listed buildings on the estate of the Royal Pavilion. The international arts festival is held in the town every May.

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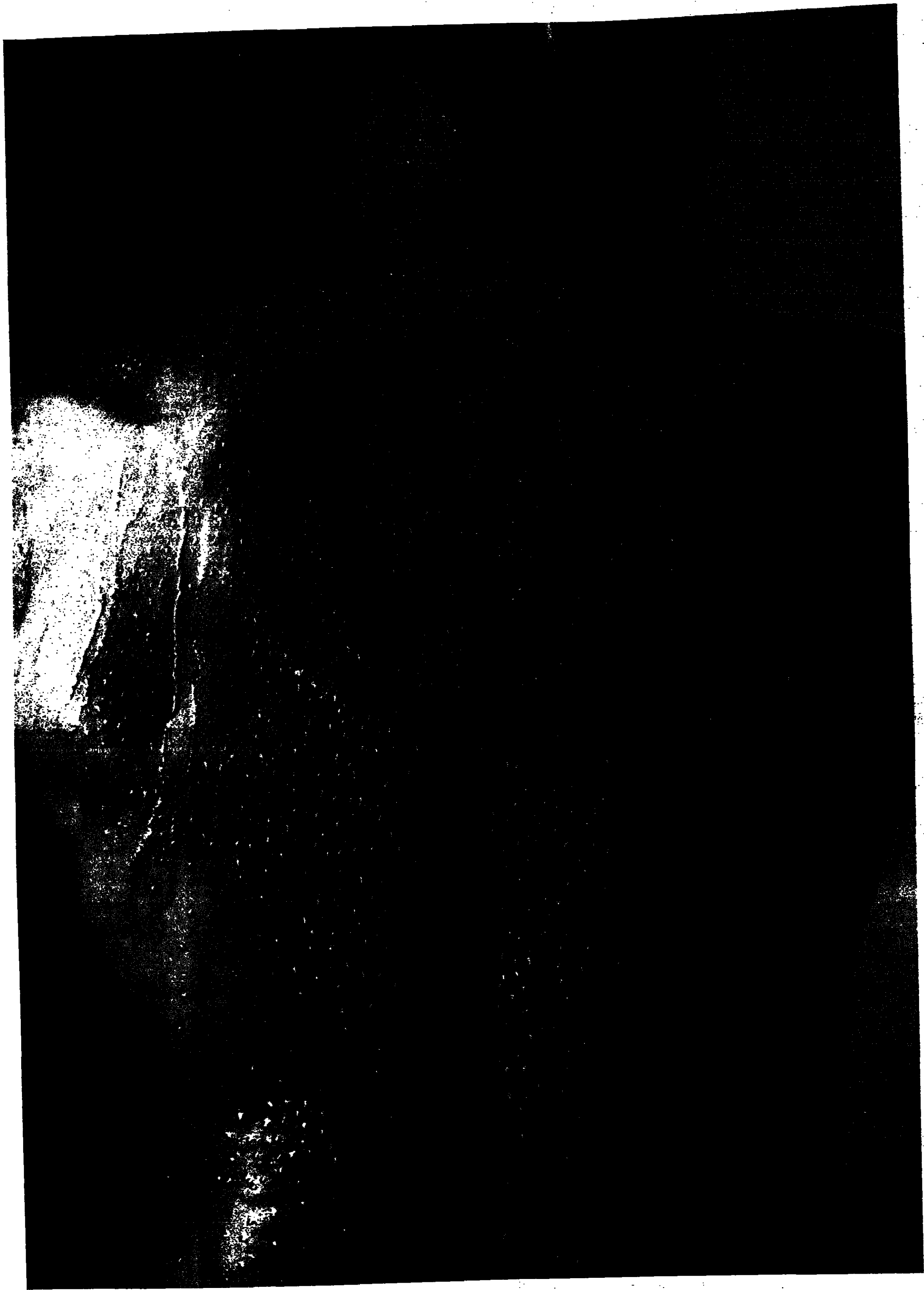
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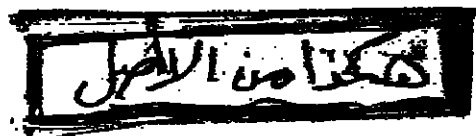
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Chechen conflict

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**There's more**



**Chechen conflict:** Kremlin welcomes offer by Dudayev's successor to come to Moscow

# Yeltsin to talk peace with rebel leader

HELEN WOMACK  
Moscow

Chechnya's new leader, Zelimkhan Yandarbiyev, will travel to Moscow soon for peace talks, says President Boris Yeltsin.

The Organisation for Security and Co-operation in Europe (OSCE), which mediated peace talks between Russia and the Chechens last summer, announced that the latest attempt to end the 17-month conflict would take place before next month's presidential elections.

A meeting will take place in the very near future, said Tim Guldin, the OSCE's chief representative in Grozny. "The OSCE will accompany Yandarbiyev to Moscow and will take part in the talks."

A Kremlin spokesman confirmed the OSCE's statement. "President Boris Yeltsin guarantees the security of Yandarbiyev himself and members of his delegation," he said. Sergei Stepashin, the secretary of a state commission which Mr Yeltsin set up in March to seek a settlement in Chechnya, hailed the agreement to talk as a "great breakthrough" and said it was in no way connected with the President's campaign for re-election.

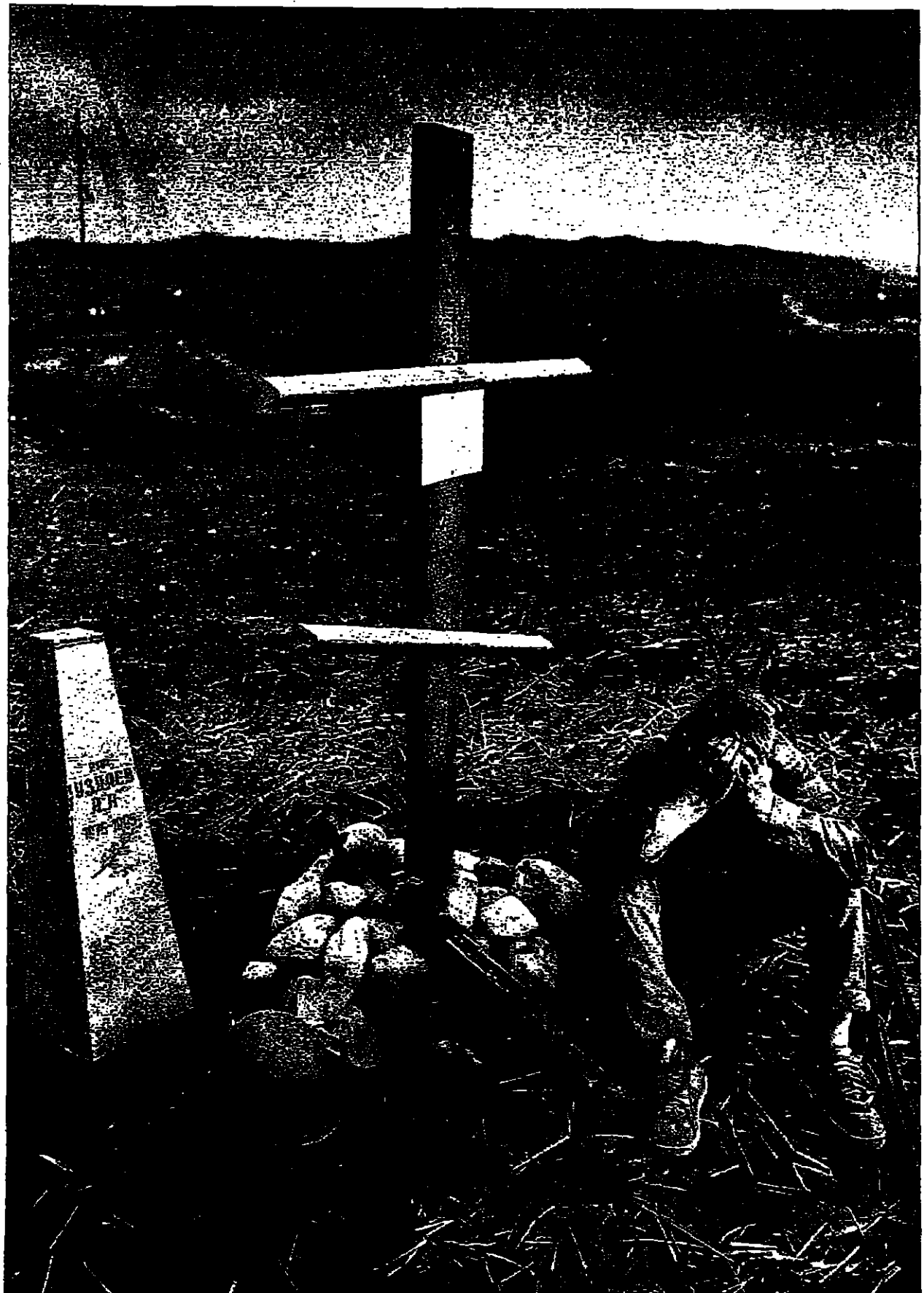
But the talks can hardly be seen outside the context of the elections, as Russians have made clear that they view Chechnya as the number one issue. Mr Yeltsin regrets having intervened militarily in Chechnya in December 1994. He knows his career hangs on finding peace and he has said he was prepared to go to Grozny to seek a solution.

But his security advisers said they knew of assassination plots against him. Chechen militants were said to be renting flats along the road from Grozny airport, for use by snipers. His safety could not be guaranteed. Mr Yandarbiyev advised likewise. He would not order any attacks on Mr Yeltsin, he said, but he could not be sure a lone gunman would not seek revenge for all the killing and destruction in Chechnya.

The guerrilla Shamil Basayev, who led a raid on a hospital in southern Russia last summer, said that if Mr Yeltsin entered Chechnya, he would not leave it. Mr Yandarbiyev, who succeeded the separatist leader, General Dzhokhar Dudayev, after he was killed in a rocket attack in April, is swallowing a considerable amount of Chechen pride to come to Moscow. Earlier, he had said he would only take part in peace talks if the Yeltsin administration proved it had not ordered the killing of Dudayev, thought to have been the work of army hardliners enraged by a Chechen attack on a Russian convoy.

On the ground yesterday, the Russian army claimed it had flushed Chechen rebels out of a former Soviet nuclear-missile base where they had resisted federal forces for over a year. General Gennady Troshin said his 58th army was just mopping up, after ejecting the rebels from four silos at the base near the western village of Bamut.

The latest battle produced a death toll of at least 40 among Russian servicemen - bad news on which Mr Yeltsin's Communist opponents immediately sought to capitalise.



Far from home: A Russian soldier at the grave of a fallen comrade-in-arm near Bamut, where federal forces claim to have driven Chechen rebels from some strategic hills

# Budget cuts spark strikes on both sides of the Rhine

IAN PHILLIPS  
Paris and  
BARE KARACIS  
Bonn

Both France and Germany seem to be heading for a fresh wave of labour unrest, sparked by threatened government budget cuts to prepare for European monetary union.

An estimated 12,000 people marched through Paris yesterday to campaign for a reduction in working hours. There were also demonstrations in other French towns, as well as a strike at the national railway (SNCF). The Eiffel Tower was shut for the fourth consecutive day.

Yesterday's strike action was called by the CFDT union because of delays in signing agreements between the unions and employers' organisations over the reduction in working hours. According to an earlier agreement signed by unions and the Centre National du Patronat Français (CNPF), accords should be met in more than 100 sectors by 30 June.

The CNPF believes that "a large, general and obligatory reduction" in working hours will have catastrophic effects on productivity. But the government seems to be on the side of the unions. President Jacques Chirac recently told the CNPF president, Jean Gancelois, that "you can do much better on the issue of working hours," and the Prime Minister, Alain Juppé, is threatening to change legislation if the discussions between unions and the employers' organisations do not advance.

Yesterday's action served as a test for union leaders, who wished to check the mood of members. "We're getting up speed for the other strikes and days of action," said the CGT union leader, Louis Vianet.

The next few weeks will see a surge of social unrest in France. Yesterday's action was sparked by Mr Juppé's comments last week that there was "excess fat" in the public sector.

A day of action has been called later this month for the

defence of public services. This will be followed by a strike at France Telecom on 4 June and at the electricity and gas operator, EDF-GDF, the following day. Both are to protest about threatened privatisation plans. These stoppages should be overshadowed by the day of action by railwaymen and civil servants on 6 June to protest against cuts in public services.

There is also trouble on the other side of the Rhine. In Germany, talks aimed at ending public sector strikes that have disrupted transport and communications across the country for the past week broke

## Eurostar disrupted

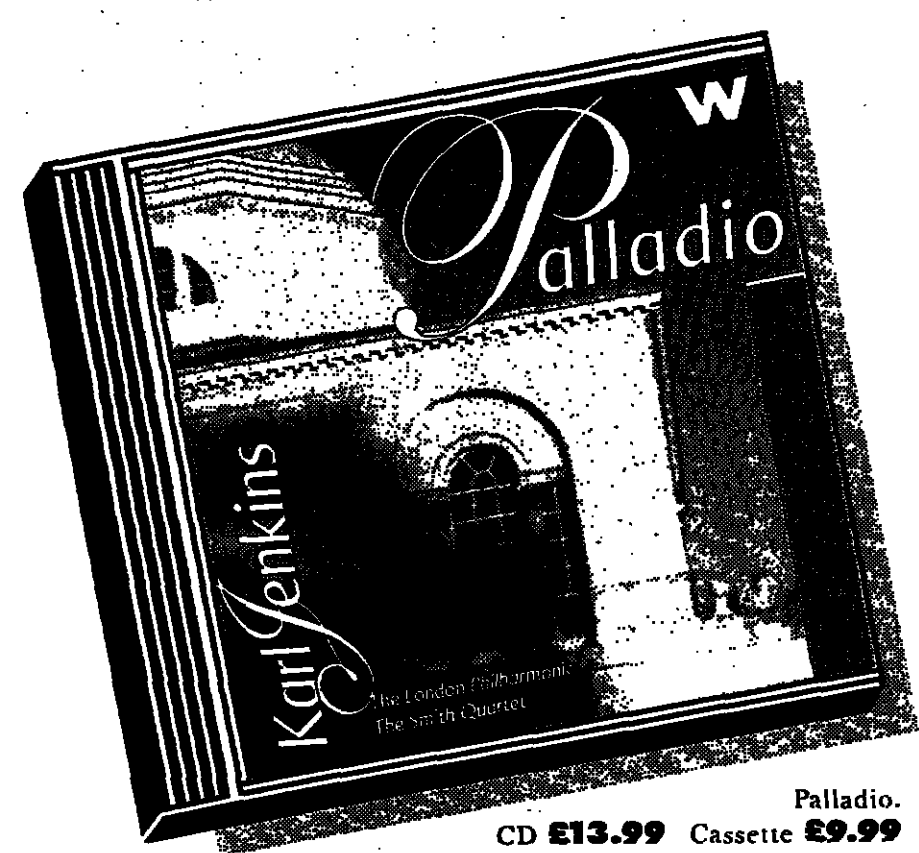
High speed Eurostar train services between London and Paris were disrupted yesterday by a lightning strike at the Gare Du Nord station, writes Barrie Clement. Key rail workers, including signal staff, walked out. One train from London was cancelled and others only ran as far as Villiers on the outskirts of the French capital. A Eurostar spokesman in London said the timetable would be back to normal today.

down yesterday, with the unions condemning the government's offer of a half per cent pay rise as "provocative".

But commuters are likely to be spared more disruption in the foreseeable future, as the two sides will take the dispute to arbitration. During that period, approximately three weeks, no industrial action is allowed under the country's labour laws.

If arbitration fails, the union's 1.7 million members could paralyse transport, postal services, hospitals and government offices. However, the government has little scope for concessions, as the projected budget deficit for next year is already larger than allowed under the Maastricht criteria for European monetary union.

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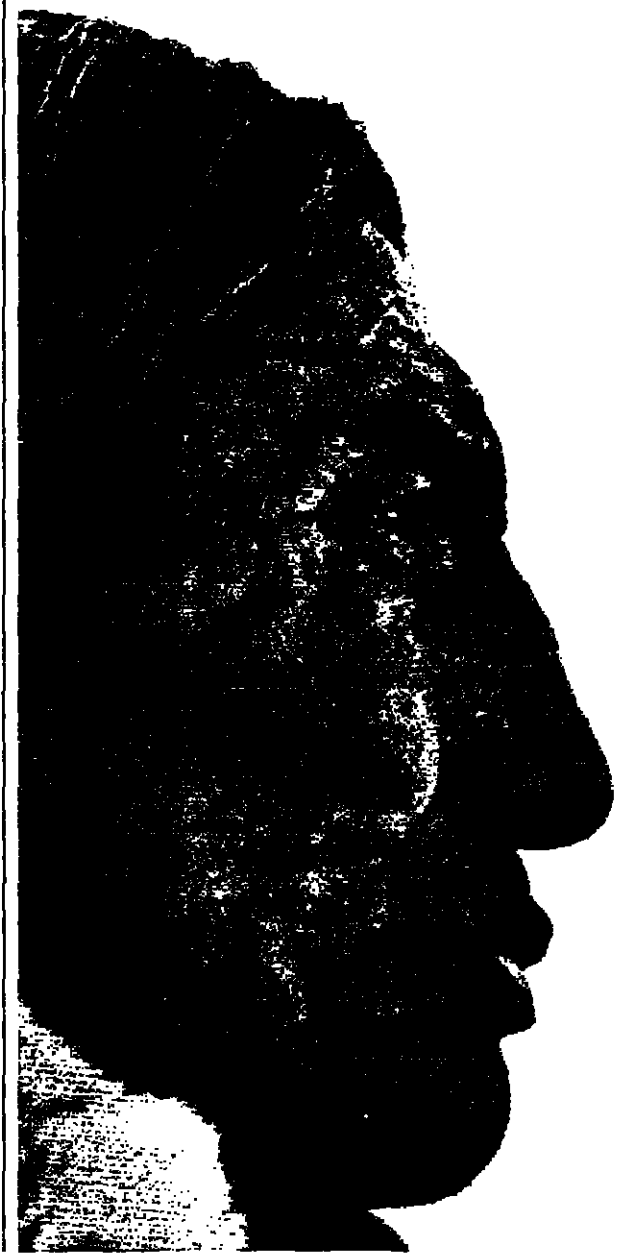
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## international



Under fire: Kashmiris in Baramulla scatter as Indian security forces shoot over their heads during an anti-election protest yesterday. Photograph: AFP

# Kashmiris vote at the point of India's guns

TIM MCGIRK  
Baramulla

In the old Kashmir town of Baramulla, the Indian army obliged people with a 5am wake-up call so they would not forget to vote in yesterday's elections. It was not a courtesy call but a threat.

Armed soldiers filed through the rainy alleys of Baramulla, forcing their way into the cedar-beamed houses and dragging people from their beds. "They took down my name and said that if I hadn't cast my vote by 5pm, they would beat me so hard that my face would be unrecognisable," said one bearded youth afraid to give his name. But when polls opened at

8am, the expected queues of eager Kashmiri voters had failed to appear. So the soldiers went back. This time they used their rifle butts and bamboo sticks to herd the people through the mud like frightened animals.

One grizzled man held out his thumb, marked with an indelible stain by the polling officers which showed he had voted. He was relieved but bitter.

"The army said that if I didn't come back with this ink on my thumb, I'd be shot dead. But none of us wanted these elections. We want freedom from India," said the old man. The crowd pressing in on us shouted "Azadi! Azadi!" (Freedom). But the Kashmiris were forever glancing down Baramulla's empty lanes to see if an army patrol was rounding the corner.

The army's coercion in Baramulla was not a single, ugly incident. Throughout Kashmir valley, systematic use of intimidation and vote-rigging was carried out by Indian authorities. When an Indian polling officer, Jai Lal Khan, told a news conference that yesterday's elections in Kashmir were "free of irregularities", he was met with loud jeers.

Everywhere, from Baramulla to Anantnag in southern Kashmir (the capital Srinagar votes on 30 May), the story was the same: Indian soldiers and police forced the Kashmiris to vote. It was a fraud of careless transparency and brutality, one that has convinced many Kashmiris that Indian democracy, at least in this troubled Himalayan state, is only a sham. Electoral rolls were doctored; army officers admitted they were under orders to ensure a high turnout; and at several polling stations

I saw Kashmiri counter-insurgents, backed by the Indian army, bullying people to vote for their candidate.

Authorities insisted that the extra security precautions were needed because Muslim insurgents, who have been fighting a six-year long war against India, were trying to sabotage the polls. A three-day ban called by the militants to protest against these elections was enforced throughout the 80-mile long Kashmir Valley. Since independence, Kashmiris claim India has denied them the right to choose whether to remain in India or join their fellow Muslims in Pakistan.

Given a choice, most Kashmiris now would prefer a third option: *Azadi*. These parliamentary elections, many Kashmiris believe, will be used by New Delhi as an excuse to prove that Kashmiris have abandoned support for the Muslim separatists and are once again happy to be part of India. Polling officers boasted that voter turnout was a high 43 per cent. Many voters claimed that, in anger, they spoiled their ballot by stamping all the party symbols: the hand, the boat, the lotus, the bicycle, and the bow and arrow.

In Baramulla, people resisted as long as they could. A thousand of them marched across the bridge spanning the Jhelum river. They were fired on with tear gas by paramilitary police and beaten with clubs. Still they refused to vote. It was only after an army officer, Major Sanjiv Kapoor, rounded up more than 50 children and kept them under arrest until mid-afternoon that their parents, defeated, went to the polls.

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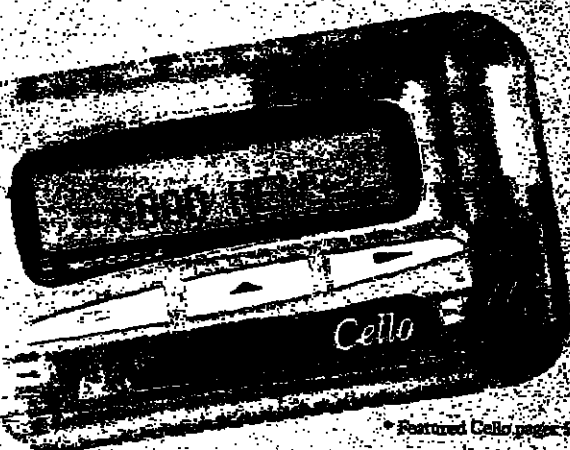
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## Arms racket sparks new US row with China

RUPERT CORNWELL  
Washington

Seven people were appearing in a San Francisco court yesterday after US federal agents cracked a Chinese-backed scheme to smuggle automatic rifles and other weapons into the United States, which could further complicate the already fraught relations between Washington and Peking.

In a first official comment on the case, which is said to involve two state-owned Chinese arms manufacturers, the assistant Attorney General Jamie Gorelick said it was "a very serious matter" which the government would be following "very closely".

That, if anything, is an understatement. The seven individuals, American citizens as well as Chinese living in the US, are accused of illegally seeking to sell here 2,000 Chinese-made fully automatic AK-47 rifles and other arms, worth \$4m (£2.6m). Some of them are understood to be representatives of Norinco and Polytech, two Chinese arms-making companies with reported connections to the family of Deng Xiaoping, China's senior ruler.

The ring was broken by a classic sting operation, in which agents of the Bureau for Alcohol, Tobacco and Firearms (ATF) posed as arms dealers interested in purchasing the weapons, and made a \$400,000 down payment for a first shipment. Federal officials admit that money is now irrecoverable, but hope to more than make up for it by confiscating assets in the US owned by the two Chinese companies.

According to reports here, AK-47s and machine guns were by no means the end of the story, and the ATF would have preferred to let the sting operation run for several more weeks in the hope of drawing even more compromising weapons into its net. But word of the smuggling scheme had leaked to both the *New York Times* and *Los Angeles Times* newspapers, and the authorities felt they had no choice but to move quickly, while their targets were in the US.

Even so, the *New York Times* said yesterday that the smugglers and the undercover ATF agents had held discussions involving more sophisticated equipment, including plastic explosives and hand-held anti-aircraft missiles. But it was unclear, the paper, said,

whether the Chinese representatives could actually have delivered them.

Whatever the extent of the scheme however, its discovery could not have come at a worse time, as ties between the US and China are under almost unprecedented strain on a host of different fronts - from human rights and trade with Taiwan to the alleged supply by Peking of nuclear weapons equipment to Pakistan and other countries.

Earlier this month Warren Christopher, the Secretary of State, decided not to impose punitive sanctions on China for exporting ring magnets - which can be used to build nuclear weapons - to Pakistan on the grounds that senior Chinese officials did not know about the sale.

But whether that ignorance applies to this case is not clear. Although Norinco is one of China's biggest arms manufacturers, and highly aggressive in the international market, corruption is widespread as well-placed Chinese industry officials divert production to sell for their own personal gain.

At the very least, however, the incident can only set back hopes of resolving other disputes between the two countries, dealing a further blow to hopes of establishing regular Sino-American summits and possibly re-opening the annual argument here over extending China's Most Favoured Nation trading status.

Despite a growing trade row over CD and CD-Rom copyright infringement which could see Washington impose punitive tariffs on \$2bn worth of imports of Chinese textiles and electronic equipment by the middle of June, both President Clinton and Bob Dole, his likely Republican opponent in November's election, have been supporting renewal of MFN when it comes up for extension in 10 days' time.

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# China sees power of gunboat diplomacy

The show of force mounted by the United States Navy during the confrontation between China and Taiwan in March was "a supreme example of modern gunboat diplomacy", according to the latest edition of *Jane's Fighting Ships*, published yesterday. It was "the single most important maritime event of the last year".

The dramatic demonstration of US naval power, the book says, was equivalent to that mounted during the Cuban missile crisis in 1962. But ironically, it will have the same effect on China as the Cuban crisis did on the Soviet Union: China will develop a proper navy, complete with aircraft carriers, further accentuating the growing militarisation of the Pacific region.

"The friendly smile and gentle language of the US Battle Group commander was the more chilling for the obvious self-confidence it revealed," according to Captain Richard Sharpe, in an acerbic introduction to the 98th edition.

As in Cuba, he says, the exercise of overwhelming sea power by the US Navy will be seen by the nations on the receiving end as a form of power projection that can only be countered by building a navy that cannot be ignored as easily as the US shrugged off the Chinese.

Another example cited is the incursion of a US carrier battle group into the Bay of Bengal in 1971 which had a strong impact on the subsequent

The latest edition of *Jane's Fighting Ships* highlights the impact of a show of strength by the US Navy's Pacific Fleet, reports Christopher Bellamy

development of the Indian fleet. The interruption of Soviet supplies to Spain during the 1936-39 Civil War also stimulated Stalin to build a "blue water" fleet but this was cut short by the Soviet entry into the Second World War in 1941.

Although Taiwan's ability to defend itself against China should not be underestimated, this quickly became minor "in the presence of a proper navy, complete with aircraft carriers, further accentuating the growing militarisation of the Pacific region."

On paper, the Chinese navy looks formidable, though unbalanced, with one nuclear-powered ballistic missile firing submarine, 50 other submarines, 50 destroyers and frigates and 870 coastal and patrol craft. But, Capt Sharpe said yesterday: "The shipbuilding is not up to scratch. It looks impressive on paper but it's not."

According to *Jane's*, an accelerated submarine programme, including new nuclear and diesel submarines, is already in place, but the Taiwan confrontation will probably force China to end a long-running debate about aircraft carriers and start building one. Although China showed some interest in former Soviet

carriers, *Jane's* believes China is "more interested in studying available designs than in ordering from a foreign yard". This is believed to be behind recent Chinese negotiations with Bezan, the Spanish shipbuilder which has recently launched a new mini-carrier for Thailand. It is also understood that large numbers of Russian nuclear scientists are helping China build its new class of nuclear-powered submarines.

China could either proceed directly to building a large carrier with an angled deck, able to launch fixed-wing aircraft like the Su-27 *Flanker* it has recently acquired from Russia, or go via mini carriers able to launch jump jets. However, China has no jump jets, so the conventional option looks more logical.

China's belligerent attitude towards Taiwan and Hong Kong, its attempts to control large numbers of small islands in the South China Sea and its various disputes over maritime and land boundaries place it in potential conflict with Russia, India, North Korea, Tajikistan, Malaysia, the Philippines, Taiwan, Vietnam, Japan, Brunei, the UK and US. Chinese military publications have recently claimed that more than 2 million square miles of Chinese

territory are under foreign occupation and China's declared "maritime security zone" projects 2,000 miles into the Pacific Ocean.

Of the four main potential flashpoints on the world's seas, three lie on the western rim of the Pacific: the Straits of Taiwan, the South China Sea and the sea off Korea. So far, the US Navy has exercised a quiet but effective role in policing the area. But although the *Pax Americana* is being applied in every potential trouble spot around the world from the Adriatic to the China Seas, the US will have difficulty maintaining it, as the Navy comes under increasing financial pressure, *Jane's* warns.

The US navy's budget is \$74bn (£50bn) - twice the entire British defence budget. Congress has added \$13bn to the Department of Defence's proposal for \$242.6bn for 1997, of which the navy might expect a third. Nevertheless, the US Navy has the lowest number of ships in service since 1938 and the lowest building rate for 50 years.

There is also pressure to reduce the navy's tempo of operations, with more than 50 per cent of its ships at sea on any one day, of which 20 to 25 per cent are deployed overseas. According to *Jane's*, the only way the navy's plans can be financed will be by giving it a greater share of the defence budget overall than the present 30.5 per cent which it and the US Marine Corps now receive.

Increasing the naval share of the US defence budget would fit in with a view gaining ground among defence experts, that naval forces are those most able to intervene swiftly in worldwide crises. Amphibious forces and carrier-borne aviation can be moved around the world at a fraction of the cost of deploying army and land-based air units, and, by their nature, naval forces are on "war stations" at all times.

The new *Jane's* includes details of the proposed US "arsenal ship" - a giant cruiser carrying up to 500 vertically launched missiles, plus guns, for shore bombardment. The plan is for six ships, the first of which could be in service as early as 2001.



Wings of war: An aircraft lands on the USS Independence, off the coast of Taiwan

Photograph: Itsumi Inouye/AP

## The balance of naval power in the western Pacific

CHINA	US PACIFIC FLEET	JAPAN
Ballistic missile submarines	1	0
Other nuclear submarines	7	0
Conventional submarines	32	17
Destroyers	29	17
Frigates	17	20
Corvettes	16	3
Fast-attack missile craft	0	0
Fast-attack missile craft	0	0
Conventional submarines	4	17
Destroyers	10	17
Frigates	9	20
Corvettes	9	20
Fast-attack missile craft	51	3



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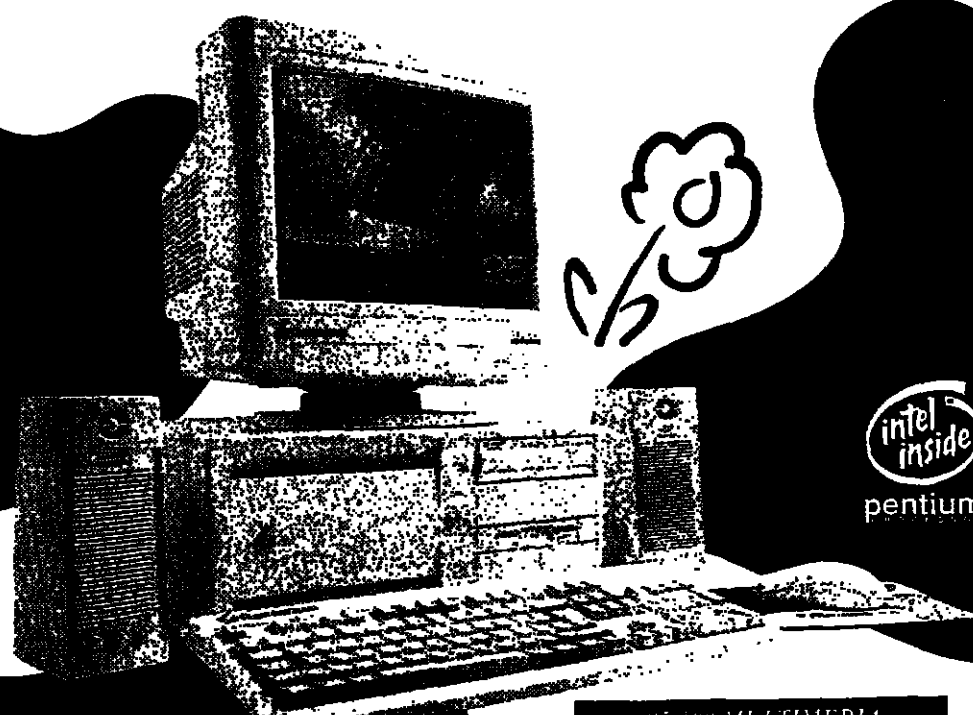
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## obituaries/gazette

## Patrick Cargill

As Patrick Glover, the suave writer of pulp thrillers, who struggled to bring up two lazy, man-mad teenage daughters and fend off his ex-wife, Patrick Cargill became a household name in the situation comedy series *Father, Dear Father*. He and his faithful St Bernard dog H.G. Wells were the sole men in a household of women. Fame had been a long time coming for the aristocratic-sounding actor with the dry, deliberate speech, but he found it in his middle years after two decades of playing mostly baddies in television and comedy roles in films such as the *Carry On* series.

Born in London in 1918, into a military family, Cargill went from Halesbury School to the Royal Military College at Sandhurst to train as an officer, and served in the Indian army, but resigned his commission to return home and become an actor, learning the ropes at Bexhill Rep in 1930.

With the outbreak of war, Cargill was back in the Army but, on being demobbed, he took to the boards in repertory theatre at Buxton, Croydon and Windsor. He made his West End debut in *High Spirits*, and his subsequent stage plays included *Dear Delinquent*, *Say Who You Are*, *Two and Two Make Sex*, *Blithe Spirit*, *Skunk* and more than 1,500 performances, over three years, in *Boeing-Boeing*.

Before *Father, Dear Father*, Cargill tended to play sinister types on television, drawing swords with Richard Greene in the *Fifties* series *The Adventures of Robin Hood*, acting the counter-espionage chief, Michael Gargery, who teams up with the British agent Peter Dallas (played by William Franklyn) in Argentina in the 1961 crime series *Top Secret* – a role that Cargill recreated in an episode of the police series *No Hiding Place* a year later – as well as both Thorpe and a sadistic No 2 in Patrick McGibbon's cult *Sixties* yarn *The Prisoner* (1967-68). He was also seen as baddies in *The Avengers* (1964) and *Man in a Suitcase* (1967).

But the talent Cargill had shown for comedy in films and

on stage was brought to best effect on television when he played the doctor in the classic 1961 *Hancock's Half Hour* episode *The Blood Donor*. Cargill's dry humour as the straight man was a perfect foil for the legendary Tony Hancock, who dispensed with his regular foil, Sid James, for that final BBC series, which actually included several of the most memorable episodes of all.

*Father, Dear Father*, created and written by Johnnie Mortimer and Brian Cooke, ran for seven series and 52 episodes from 1968 to 1973, and was screened in more than 30 countries. The women whom Cargill's character had to contend with alone included his ex-wife Barbara (played by Ursula Howells), his daughters Anna and Karen (Natasha Pyne and Ann Holloway), his housekeeper Nanny (Noel Dyson) and his dotty mother (Joyce Carey). Cargill's only male companion, the St Bernard dog, spent most of his time sleeping on the settee, leaving him to contend with the chaos alone.

Cargill subsequently made a sequel, *The Mary Wives of Patrick* (two series, 1976-77), written by Richard Waring, in which he played a similar character – a wealthy antiquities dealer who had been married six times – and an Australian version of *Father, Dear Father* (1978-79), under the same title. For this last series, Cargill's character had moved to Australia after seeing his daughters married off and, once there, had to contend with two nice ones, one of them played by Sigrid Thornton, who has since gone on to become a star of Australian films and television. Most of Cargill's subsequent work was on stage, although at the height of his television fame he appeared in a BBC series entitled *Feydeau Farces* (1973), featuring different stage plays by the noted French farceur.

All his career Cargill was a keen writer, who scripted an episode of the television series *Top Secret* and a stage play, *Smith by Any Other Name* (1956), as well as co-writing, with Jack Searle, the West End hit *Ring for Cathy*, later adapted into the film *Carry On Nurse* (1959), which he also acted in.

Cargill made his film debut in the Disney live-action adventure *The Sword and the Rose* (starring Glynis Johns as Mary Tudor, 1953) and followed it with 30 pictures, including the naval spoof *Up the Creek* (1958), the Brian Rix wartime comedy *The Night We Dropped a Clanger* (1959), *Doctor in Love* (1960), *Carry On Regardless* (1961), *Carry On Jack* (1963) – as Dom Laine, the smooth Spanish governor threatened by the crew of the *Venus* – the Beatles' *Help!*

and Mikhail Lartionov and assisted them in painting backcloths for the Ballets Russes at Covent Garden and in Barcelona. About this time Prince George Galitzine introduced her to Anton Dolin and they became lifelong friends.

Eleanor Watts was born in 1908, at Cheddle Hume, near Manchester. Her father, Humphrey Watts, conducted a family warehouse business in one of the most impressive buildings in Manchester, now the Britannia Hotel. Eleanor was educated privately, enjoyed a country life and on occasion hunted. The family traditions instilled in her a thirst for history which led to Oxford and thence to the arts.

In 1938 she married Sir Simon Campbell-Orde at St Margaret's, Westminster. He was at the Bank of England but did not



Cargill in 1969, as the suave Patrick Glover in *Father, Dear Father* between his daughters Anna (Natasha Pyne) and Karen (Ann Holloway)

(1965), *A Countess from Hong Kong* (Charlie Chaplin's last film, 1966), *Inspector Clouseau* (1968), *The Magic Christian* (1969), *Every Home Should Have One* (1970), *Up Pompeii* (1971) and *Father, Dear Father* (1973), a spin-off from the television series.

Anthony Hayward

There are two kinds of farceur – the low and the high, writes Adam Benaïd. Patrick Cargill aspired, sometimes brilliantly, sometimes lamentably, to both. Every actor needs to have range, even if the range between high and low farce can be greater than many of them suppose; but the proof of Cargill's range was his triumph as Charles in Coward's *Blithe Spirit* (Globe, 1970).

After watching his antics, in, say, *Boeing-Boeing* (1962), *Say Who You Are* (1965) or *Two and Two Make Sex* (1973), who would have supposed that the actor had the discipline as the husband bullied by both the quick and the dead in Coward's farce to get under the solemn comic skin of that battered husband?

The truth perhaps is not so much that there are high and low farces and that Cargill tended to wallow (from want of choice?) in the lower kind. Wallow is perhaps a due to his acting, for it implies enjoyment on the farceur's part; once we sense that the farceur is having fun, our own is liable to dwindle. Farce, after all, is all about social or sexual ploys, and who can find funny the plight of a father or a lover or whatever who seems to be en-

joying himself, even by so much as a wink or a nod?

Cargill's repertoire of winks and nods could be prodigious, likewise his energy. Not all farce needs to be acted like a whirlwind with the whole company digging each other in the ribs and showing how sharp are their elbows and their timing; but Cargill found himself in many shows like that; and by the force of personality would impose on them what came to be called the Patrick Cargill part.

What this was exactly no one bothered to define but it usually meant an ageing and eager public schoolboy, slightly dim, somewhat lascivious, who wants to remain as true as he can to his upbringing as a supposed gentleman while at the same time fulfilling his lurid fancies.

The character, if it could be so dignified, derived as much from Cargill's looks, manner and wide-eyed air of enquiry as from any sense of actorly authority. Some cynics used to wonder whether Cargill ever acted at all? Was he not always playing himself? The answer was – yes, more or less. And because the personality was amiable and affable in a silly-silly tradition of British farce, Cargill conquered all sorts of rotten writing and direction on both stage and screen by being himself more often than any supposed character.

Behind the heavy-lidded eyes with which he gazed down that prominent nose towards the thin line of his mouth with a certain haughtiness was an actor who since his Halesbury, Sandhurst and Indian army days had never thought of anything else much but acting.

He had ambitions towards urbanity and sophistication; and he deluded most of us that he possessed them. He also had a caustic sense of humour, which went down well at other characters' expense; and though everyone now remembers his frolics on television, especially as the aloof parent of two daughters in *Father, Dear Father*, and his comic foils in *Hancock's Half Hour*, Cargill was one of the hardest-working stage actors in the business from the mid-1940s to the 1980s.

Would any modern player think today of staying while in his twenties with an out-of-London rep for seven constant years? That was at Windsor. Then came a tiny part in a West End revue (another vanishing theatrical training ground) and sundry comedies and thrillers before, in the 1960s, he began to matter in farces.

His line in well-bred English philanthropy, ageing lovers with virility crises, devil-may-care adulterers with ill-fitting false teeth and genteel dreamers of dirty weekends in Paris soon became popular.

If he rarely attracted much critical respect for his urgent ogling, tortured smiles and assorted becks and winks, Cargill knew how to prompt laughter for the simplest line with his always admired timing. Hard to realise now that the sentence "Marriage is like a bath, the longer you stay in it the colder it gets" drew roars of appreciation in 1973.

It was the naughty-boyish temperament which people found amusing, if not charming. You had to admire the cheek. If that is where the actor allowed

his tongue to stray too visibly and too often (depending on the director) it is perhaps because actors are regularly accused of indulging themselves in farce when it is as often as not the author who has been indulging himself.

In "high" farce (like *Blithe Spirit*), Cargill was supremely long-faced and serious; and in the lower type he was perhaps too often tempted to add his own nods and becks and amused glances, as in for example *Some of My Best Friends are Husbands* (1976), as an old roué prevented from bedding his bride by visitors from his past.

Working for a former director, though, in *Key for Two* (1982) and a former writer (John Chapman), Cargill was in his disciplined element as a husband who supposed that he alone was *Mother Lister's* keeper; and it was the same actor who drew most of the laughter in William Douglas Home's *After the Ball* (Old Vic 1985) as he lapped up port and bribes – making mischief again, you see. No one knew better than Cargill how to imply it, relish it or share his joy with us in it.

Although he seldom worked as a director in the theatre he had a singular success with the Cooney-Chapman hit *Not Now Darling* (1968) and co-wrote the short-lived London stage comedy *Ring for Cathy* (1956) which began the film *Carry On Nurse*. More of that mischief was already in hand 40 years ago.

Patrick Cargill, actor and writer: born London 3 June 1918; died 23 May 1996.

## Bobby Tulloch

Bobby Tulloch, the Shetland naturalist, became well known world-wide thanks to the wildlife television films made about him and the books he wrote or illustrated.

Born in 1929, at a croft in North Ayrwick on the island of Yell, he grew up by the sea; it is therefore hardly surprising that on one occasion his mother found not a teddy bear in the young Bobby's bed but a dead puffin. His old ex-whaler grandfather once had to explain to him that the cat he was worried about swimming in the sea was in fact his first otter. Years later, in the early 1980s, Bobby Tulloch helped the BBC cameraman Hugh Miles in the making of the wonderful documentary *The Track of the Wild Otter*, which was mostly filmed around Yell.

Yell is the second biggest of the 100 or so islands that make up the Shetland archipelago – it is low-lying, windswept, made of peat and covered in heather. For Bobby Tulloch, with his boat, it was a good central island from which to travel all round Shetland.

Tulloch left East Yell School at the age of 14 without any formal qualifications. He served his time as a baker at Mid Yell. As a young man he was never beaten in a sprint over 100 yards. He was a yachtsman, a volunteer coastguard (until a few years ago – when technological advances in communication and position-finding equipment became common – the coastguard service in Shetland depended to a large extent on local volunteers), and used his motorboat extensively to travel round Shetland in pursuit of wildlife. During National Service in the Army he was a staff sergeant in charge of a battery in Hong Kong, and years later when a Chinese restaurant opened in Lerwick, Shetland's capital, he would order in Cantonese.

In 1964 he became Shetland's first full-time representative of the Royal Society for the Protection of Birds, and worked for them for the next 21 years. His first claim to ornithological fame was in finding Britain's first nesting snowy owl in 1967. When the late Eric Hosking, then the only full-time bird photographer in Britain, came to take stills for the 16mm film I was making for the RSPB on the snowy owl, Tulloch put up hides for us.

Shetland boasts a list of more than 420 birds and is especially well-known for its vast colonies of cliff-nesting sea birds – about a million of them: puffins, gannets, shags, guillemots, terns, fulmars, kittiwakes and several species of gulls. Shetland is also internationally well known as a landfill for tired migrant species blown off course by easterly winds off the North Sea, while the island of Fetlar is the best colony in Britain for the rare wading bird, the red-necked phalarope and the whimbrel.

As far afield as Alaska and the Falkland Islands.

He was a member of the Solum Voe oil terminal advisory group giving the industry advice and practical help on the monitoring of sea birds and mammals. He also took it on himself to publish annual reports of bird sightings in Shetland, long before the Shetland Bird Club (of which he was later President) formalised records in the early Seventies.

An accomplished writer of poetry, Bobby Tulloch often entertained at local concerts and weddings with hilarious songs of his own writing. Later in the evening he would join in with the band playing guitar, fiddle or accordion.

He was a widower and had no children. His expertise in the natural world, and his ease at communicating with people, gave him a wide circle of friends.

Dennis Counts

Robert John Tulloch, naturalist, photographer, writer and musician: born North Ayrwick, Shetland 4 January 1929; married: died Lerwick 21 May 1996.

Wong Peng Soon, badminton player, died Singapore, 22 May, aged 78. Four-times All England singles badminton champion, he led the British-ruled Malaya to victories in the Thomas Cup in 1949, 1951, 1952 and 1955.

Willi Daume, Olympic official, died Frankfurt, 20 May, aged 83. An International Olympic Committee member 1956-91; vice-president 1972-76. Instrumental in bringing the Olympic Games to Munich in 1972.

Joseph Weinberger, pianist and teacher, died 7 April, aged 85. Studied under Zoltan Kodaly in Budapest, came to England in 1934, and played extensively with many orchestras. A teacher for 20 years at Trinity College of Music and Birmingham School of Music.

William Carter, soldier, died 18 May, aged 88. During the Second World War was chief engineer of the First Army for the Normandy invasion. As Canal Zone governor 1960-62, ordered desegregation there.

James Temple  
Painisappan Narayanan; Amanda Jayne McCrory; Aileen Gertrude Antas; Tibbi Krishna Khushfud-Dawani; Alison Chire Websterfield; Paul Anthony Caulfield; Fergal Paddy O'Donoghue; Lorraine Ann O'Sullivan; Sean O'Donoghue; Alison Lindsay; John Joseph Lacey.

Craig's Inn  
Andrew Francis Marshall; David John James; Timothy John Howard; Christl Wilson; Philip Rose Evans; Stefan Alexander; Karen Roy; Francesa Fern Denning Willet; Karen Welling; Charles Roy Nykes; Robert William Trevor Beck; John Christopher McCracken; Nicholas Mark Taitow; Chl Neving Wilfred Tsai.

Synagogue services  
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## Eleanor Campbell-Orde

Eleanor Campbell-Orde possessed a striking beauty and a love of art which enveloped her in a wide circle of socialites, writers, painters, actors and dancers.

During her years at Lady Margaret Hall, Oxford, Eleanor Watts enjoyed friendships with Osbert Lancaster, John Bejman, Stephen Spender, Christopher Hawkes and Evelyn Waugh, whose wife eloped with her boyfriend. To avoid an excess of male pursuit she left Oxford early, forsaking history and taking up art at the Central School of Art and Design. During this time she became engaged to the actor Valentine Dyall. A long engagement ended when she spent a year studying in Florence.

During the 1930s she became a pupil of the Georgian painter Prince Scherbatichze

and Mikhail Lartionov and assisted them in painting backcloths for the Ballets Russes at Covent Garden and in Barcelona. About this time Prince George Galitzine introduced her to Anton Dolin and they became lifelong friends.

Eleanor Watts was born in 1908, at Cheddle Hume, near Manchester. Her father, Humphrey Watts, conducted a family warehouse business in one of the most impressive buildings in Manchester, now the Britannia Hotel. Eleanor was educated privately, enjoyed a country life and on occasion hunted. The family traditions instilled in her a thirst for history which led to Oxford and thence to the arts.

In 1938 she married Sir Simon Campbell-Orde at St Margaret's, Westminster. He was at the Bank of England but did not

like office work. They lived in London raising a family and spending long periods on the island of North Uist, which Simon had acquired, and by the shores of Loch Fyne in Argyllshire where the Campbell-Ordes had lived for centuries. During the Second World War, while her husband served with the Lovat Scouts, a mounted yeomanry regiment, Eleanor campaigned for the return of ponies stolen from North Uist.

After the war she became involved with the Arts Educational Schools (originally the Colne-Ripman) at Tint and for many years served on their board of governors, while her husband became a trustee of the Royal Caledonian Schools at Busby, Hertfordshire. To raise funds he organised the annual Caledonian Ball at Grosvenor House as well as a huge sale at

the London Scottish Drill Hall in East London – also annual.

In 1947 the Campbell-Ordes established a market garden at Bishops Stortford, Hertfordshire and continued their patronage of worthy projects. Eleanor assisted Nehudi Menahin in launching his school of violin-playing, and became Chairman of the Harlequin Ballet Trust, for whom she designed and painted some attractive décors. The family later moved to the Little Boltons in London, where they entertained in style.

Eleanor Campbell-Orde was a Christian Scientist like her mother and grandmother. She led a rigorous life and was never ill. Though difficult by nature and sometimes vague, she possessed a remarkable ability to be in command of situations. Integrity, dignity and

charm were her shining virtues. She travelled the world and was interested in many cultures. In old age she painted and exhibited her watercolours in local exhibitions in Dedham, Essex, where she had built herself a house adjoining her daughter's residence.

Towards the end she became immobilised but her unquenchable spirit never flagged and she continued to keep in touch with the organisations that had been so much a part of her life.

John Gregory

Eleanor Hyde Watts, painter and charity worker: born Cheddle Hume, near Manchester 25 August 1908; married 1938 Sir Simon Campbell-Orde BT (died 1969; two sons, one daughter); died Dedham, Essex 18 May 1996.



Eleanor and Simon Campbell-Orde on their wedding day, 1938

## BIRTHS

BRUMMITT: On 23 May, in Shona (nee Vickery) and Peter, a daughter. Laurie Shona Brummitt, sister to Benjamin.

## DEATHS

BARNARD: Ellen, of Blackheath, London, aged 80, much-loved mother of Hilary, and adored grandmother of Kate and Alexander, died peacefully at Clevedon, Somerset, on 18 May. Service Friday 31 May at 11am at Honor Oak Crematorium, Brenchley, Gillingham, Kent. Flowers by request. No flowers please. Donations to Friends of the Earth.

BALME: Karl, died peacefully at home 22 May. Deeply mourned by his wife Margot. Cremation Sunday 26 May 11.30 Golden Grove Crematorium, Hoop Lane, NW11. No flowers please. Donations if desired to British Heart Foundation.

ORUS STEVENS: Emily Rose on 18 May in a car accident aged 19. Much-

## Births, Marriages &amp; Deaths

loved youngest daughter of Judith and Jacqui, sister of Xosha and Gabriel, and granddaughter of Peggy. Private funeral. Thanking service at St Mary's Church, Cadogan Street, Chelsea on 3 June at 2pm. All are welcome.

Announcements for Gazette BIRTHS, MARRIAGES & DEATHS (Births, Adoptions, Marriages, Deaths, Memorial services, Wedding announcements, in Memoriam) should be sent in writing to the Gazette Editor, The Independent, 1 Canada Square, Canary Wharf, London E14 3DL, telephoned to 0171-293 2011 or faxed to 0171-293 2010, and are charged at £2.50 a line (VAT extra).

## ROYAL ENGAGEMENTS

The Queen and The Duke of Edinburgh visit Heathrow Airport, London, to mark its 50th anniversary and the redevelopment of Terminal 2. The Princess Royal, Lord High Commissioner to the General Assembly of the Church of Scotland, visits Royal Parish Church, Rosyth, Fife, visits McLaren Primary School, Dunfermline, visits Donaldson College, West Coast, Ed-

inburgh, visits Lady Haig's Poppy Factory, the Royal British Legion, Edinburgh, and visits St Ninian's Church, Dunfermline.

Changing of the Guard  
The Household Cavalry Mounted Regiment mounts the Queen's Life Guard at Horse Guards, 11am; 1st Battalion Irish Guards mounts the Queen's Guard, at Buckingham Palace, 11.30am, and provided by the Coldstream Guards.

## Birthdays

Sir James Anderson, former Chief Constable of Greater Manchester, 64; Mr Graham Arnold, artist, 64; Mr Stanley Butler, comedian, 68; Sir Timothy Bevan, former chairman, Barclays Bank, 69; Professor Sir Paul Bramley, oral surgeon, 73; Mr Keith Budge, Headmaster, Loretto School, 39; Lord Campbell of Alloway QC, 79; Mr Eric Cantona, footballer, 30; Mr Leicester Coleman, Ambassador to Colombia, 58; Sir Richard Curtis, High Court judge, 63; Sir Roden Cutler VC, diplomat, 80; Mr Bob Dylan, singer, 55; Mr Peter Griffiths MP, 68; Miss Kathleen Hale, children's author and illustrator, 98; Dame Joan Hammond, soprano, 84; Mr Robert Hasle, Lord-Lieutenant for West Glamorgan, 63; Sir Terence Heiser, former senior civil servant, 64; Sir Derek Hodgson, former High Court judge, 79; Baroness Hollis of Heigham, Senior Fellow, Modern History, University of East Anglia, 55; Mr Clifford Irving, former Chairman, Isle of Man Government, 82; Mr Christopher Jackson, former MEP chairman, CIA Consultants, 61; Mr D. V. Jennings, solicitor, 78; Mr James Levine, conductor, 53; Col John Mayo, Director-General, Help the Aged, 65; Mr Adrian Moorhouse, swimmer, 32;

Mr Tony Mullett, former director-general, National Criminal Intelligence Service, 62; Mr Steven Watts MP, Minister for Transport in London, 51; Mr Richard Onway MP, 51; Mr Luke Rittner, former Secretary-General, Arts Council, 49; Sir Edmund Sargant, solicitor, 90; Sir Christopher Staughton, a Lord Justice of Appeal, 63; Mr William Trevor, writer, 68; Mr Arnold Wesker, playwright, 64.

## Anniversaries

Births: Gabriel Daniel Fahrenheit, inventor of the mercury thermometer, 1686; Jean-Paul Marat, politician and physician, 1743; William Whewell, philosopher and writer, 1794; Victoria, Queen and Empress, 1819; Robert Bontine Cunningham Graham, writer and politician, 1852; Sir Ernest Albert Watcson, watercolour painter, 1850; Admiral Prince Louis Mountbatten, 1854; Sir Arthur Wing Pinero, playwright, 1855; Jan Christian Smuts, soldier and statesman, 1870; Suzanne Lenglen, tennis player, 1899; George Formby (William Hoy Booth), singer and comedian, 1904; Mal Elisabeth Zetterling, actress and film-maker, 1925; Douglas David I. King of Scots, 1153; Nicolaus Copernicus, astronomer, 1543; Robert Cecil, first

Earl of Salisbury, statesman, 1612; William Hamilton (of Gilbertfield), poet, 1731; George Bynges, first Baron Rodney, admiral, 1702; William Crockett, abolitionist and gambler, 1844; Jane Porter, novelist, 1850; William Lloyd Garrison, abolitionist, 1879; Samuel Palmer, landscape painter, 1881; John Foster Dulles, statesman, 1899; Bernard Rogers, composer, 1908; Edward Kennedy "Duke" Ellington, musician, 1894; Jack Warner (Waters), actor and variety artist, 1881; Hermione Ferdinanda Gindgold, actress, 1887; Hannah Hamilton, poetess, 1988; Lord Wilson of Rievaulx (John Harold Wilson), statesman, 1995. On this day: Malcolm IV became king of Scotland, 1153; Lambert Simnel, pretender to the English throne, was crowned in Dublin, 1487; Dartmoor Prison was opened to house French prisoners of war, 1895; Samuel Morse sent his first telegraphic message in his code from Washington to Baltimore, 1844; Westminster Bridge across the Thames was opened, 1862; Brooklyn Bridge, New York, was opened, 1883; Henry Irving became the first theatrical knight, 1895; the Orange Free State was annexed by Britain, 1900; Empire Day was first celebrated in Britain, 1902; Bristol University was granted a Royal Charter, 1909;

conscriptio began in Britain, 1916; the British Legion was founded, 1921; Amy Johnson landed at Port Darwin after flying from London, 1930; Empire Day was renamed Commonwealth Day, 1959. Today is the Feast Day of St David I of Scotland, Saints Donatien and Rogation, St Nicolas of Perreval and St Vincent of Lerins.

## Lectures

National Gallery: Colin Wiggins, "Creative Copies (iv): Rembrandt and Tiepolo, The Deposition", 1pm. Tate Gallery: Clement Page, "Bruce Nauman and the Morphology of the Art Object", 1pm. Victoria and Albert Museum: Sarah Seagrigh, "The Arts of the World of Islam: the Iranian world", 2.30pm. Leicester University: John Schofield, "Reaching the Piers that History cannot Reach: rescue archaeology and urban history", 12.45pm.

## Luncheons

Ministry of Defence  
Field Marshal Sir Peter Inge, Chief of the Defence Staff, was host yesterday at a luncheon given by the Ministry of Defence in Admiralty House, Whitehall, London SW1, in honour of General Harcourt Bagger,

Chief of the Defence Staff General Armed Forces.

## Dinners

Lord High Commissioner  
The Lord High Commissioner to the General Assembly of the Church of Scotland, the Princess Royal, gave a dinner yesterday at Holyroodhouse. Among those present were:

Mr Donald Cameron and Lady Cecil Cameron; Mr Ian Charters; Dr and Mrs John Curran; Mr Alan Davies and Mr Gordon Davies; Mr and Mrs Brian Hammond; Mr Geraldine Peacock; Professor Chris Rees; Mr and Mrs Alan Robertson; The Rev and Mrs Tom Scott; Dr and Mrs Andrew Weir; Professor and Mrs Bryan Williams; Mr and Mrs Colin Williams.

Leeds Philharmonic Society  
The Countess of Harewood, President of the Leeds Philharmonic Society, was host of a dinner held yesterday evening at the Civic Hall, Leeds, to celebrate the 125th anniversary of the society.

## Calls to the Bar

Lincoln's Inn  
Howard David Ashley Scott; Abdul Rahim Marican; Ray Anthony Williams; Sean Finn; Jenny David Garwood; Martin John Madge; Lee Figgitt; Robert William Newcombe; Dr Colin Brian Seymour; David Peter Davies; Madeleine Clark.

سكوتيا من العراق



# Make way for the lollipop lady with the logo

**F**act, children: your prosperity depends on the cumulative performance of private companies, importing, exporting, buying and selling, advertising and sponsoring resource packs for schools. Children need to learn that lesson, their livelihoods will depend on it. Sponsorship in education, as in health, is not just inevitable, it is welcome – especially if it breeds better understanding of the mainsprings of material advance.

Schools ought to be preparing children for life with Cadbury's, Halifax and Tesco. There is no other way. We live in, and they are growing up into, a corporate culture. Schools, parents, common sense ought to arm them to discriminate, to read subtexts. Most children are indeed robust consumers. They surf in a sea of signs and images with an aplomb that adults can only envy. They define "cool". Hard sells in school and company logos all over the playground just won't work. What was striking in some of the examples in yesterday's report from the National Consumer Council was the crudity of the messages in companies' material for schools compared with, say, their television advertising. Such disparities are not lost on most children.

They may be on teachers' and consumer groups. Too many of those engaged with the formation of tomorrow's consumers and employees find the facts of economic life unpalatable. Call it capitalism or private enterprise,

the system, the one and only system, depends upon company performance. So: to cross the road under the supervision of a lollipop man or woman whose mac bears a logo; to travel to the school playing fields in a minivan given by a company gift; to consult a doctor whose pen set bears the name of a leading pharmaceutical company: there is nothing counter-cultural about any of that. Sponsorship is fine, provided certain principles of public service are not undermined and children or vulnerable patients are not treated as a captive audience to be seduced or lied to.

The problem with the Tory approach to bringing the private and public sectors together, through the Private Finance Initiative, for example, has been twofold. One, it has been dogmatic; and two, it has rested on a years-long campaign to belittle the ethic of public service. What government ministers have failed to realise is that the stronger the values and conventions that underpin the state, the more secure and welcome is likely to be the marriage of public purpose and private money.

Education and health care are not backwaters, distant from the mainstream of life. Education is preparation; health care is restoration. Neither the classroom nor the surgery is isolated from the world. Too many graduates of the schools and the universities stumble blinking into daylight ill-equipped to find or make work for

themselves. Which is not to advocate narrow vocationalism – in the modern economy it would be dysfunctional. It is, however, to lay a serious charge at the door of teachers and professors. They could start to change for the better by being a lot less starchy about the business of sponsorship. What teacher worth his or her salt could not turn – one of the NCC's examples – a crude advert by a chocolate-maker into an exciting lesson about business, mass communications or dental hygiene? Problems clearly arise if all the teacher has to go on is sponsored material. The limiting case is where a pristine public purpose

(say, teaching the national curriculum) can only be carried out thanks to unpredictable private donations. The key test for sponsorship, as for the Government's Private Finance Initiative, is whether it is *additional* money. There is no point pretending that there is some golden rule identifying, say, a minimum unit cost per pupil, or per patient: that is not how public finance works in a parliamentary democracy working with annual budgets. There exists, none the less, a notional minimum necessary to pay for decent levels of provision. Private sponsorship must bolt on to this, not substitute for

it. Thus it is always going to be most acceptable on the periphery. A school that cannot pay for science textbooks out of its budget is in trouble; a school that gets industry to sponsor the crossing patrol outside (or organises a rota of parents) has broken no principle.

Spotting the point at which the principle of adequacy is breached won't always be easy. The work of general practitioners is already cross-hatched by pharmaceutical company payments; GPs get freebies, gifts and what not. As a result, we know that the NHS drugs bill is bigger than it need be, but we know, too, that the British pharmaceutical industry is still world-class. Would it be outrageous if, as the Department of Health is now pondering, GPs' nurses were sponsored? The answer is probably not. The services provided by GPs are already diverse. As this week's Audit Commission report found, some are using the freedom of fundholding to good effect. Nurse sponsorship might have the effect of further differentiating community medicine. Down that road lies increased inequality of provision. Sooner or later that becomes dangerous in a service the essence of which is predictable standards of service for all comers.

Only a hair-shirt puritan (they still exist in numbers in the trade unions and the health and education hierarchies) objects to the principle of sponsorship. It is the practice that needs watching. It

becomes worrisome if it leads to unacceptable variation in basic standards of public service provision. Health and education are not homogeneous; they can and ought to differ in local circumstances. Sponsorship ought to be part of that "natural" variation. But parents in Devises and Davyholme, like patients in Barking and Bassetlaw, retain a right to expect uniformity in the core of what schools and doctors provide.

## Bad manners

**O**ffended by some breach of motorway etiquette, a driver leaps from his Land Rover and stabs the offender through the heart. That is not how the people who drive Land Rovers used to behave. To this extent, Dr Digby Anderson, of the Social Affairs Unit, is right. Manners are declining.

So what's the solution from the Digby School of Etiquette? Polish your shoes – it will teach you self-discipline. Urinate only in public toilets marked "Ladies" or "Gentlemen" (never Men or Women). As for dress codes: no suits in supermarkets, no trackuits on trains, and no denim jeans anywhere. Doesn't Digby realise that so much outfit changing requires the clean clothes and free time that only an unpaid wife can facilitate? Such desirable creatures are now as rare as common sense in a Social Affairs Unit pamphlet.

## LETTERS TO THE EDITOR

### Complex route to graduate tax

Sir: Yvette Cooper's analysis of the issue of funding of higher education ("Why students should pay fair", 22 May) assesses the key points well, with one exception.

There is an implicit assumption in the argument for a progressive tax as a percentage of graduate earnings: that for such a tax to be "fair" the differential earnings must be a direct result of the "education privilege". Clearly, other factors have an effect, for example hard work, ability, fortunate opportunity. Higher earners are already paying tax on differential earnings gained for these reasons.

The observation that it is unfair that a teacher and a merchant banker would pay the same contribution to their education is only true if the incremental opportunity they have each gained is different. Clearly this could not be the case for individuals on the same course at the same university. However, the logic of this argument would lead one to the extremely complex and subjective route of "pricing" courses and universities.

MARK HIGGINSBOTTOM  
London SW4

Sir: Yvette Cooper is right to argue for a progressive graduate tax, so that those who earn more after graduation pay back more than those who earn less, but I am not convinced that she (and the Labour Party) goes far enough. Why not "invite" all living graduates to contribute towards a graduate tax? Those of us who had a privileged higher education in the days before student loans were invented have also had the personal benefits from this, financial and cultural.

In my 26 years as a university teacher, I have never seen such a large segment of students in reality crippling financial circumstances as now. It has moved far beyond the odd hard case or feckless beer drinker to hitting the majority of students severely.

ZANDER WEDDERBURN  
Edinburgh

Sir: Labour's proposed student loan system could and should be improved. When I was a student at Berkeley and Harvard in the late 1960s and early 1970s I, like many of my friends, took out at least one student loan, to be repaid once we had graduated, entered employment and were earning well above the level of the minimum wage.

At that time the best-known feature of the Federal student loan programme was that if you became a teacher you only had to pay back half the loan. For a political party that claims to give a high priority to education, adopting a similar approach would be little more than common sense.

GEOFFREY PERRET  
Beverly, East Yorkshire

Sir: It seems that the Labour Party has based its policy on student maintenance on the assumption that all students are just out of school, with a lifetime of work ahead of them. Will students, graduating in their forties, fifties, sixties or even seventies be given 20 years to pay back their loans?

ANDREW BELSEY  
University of Wales  
Cardiff

### British Council: a selective judge

Sir: Those in the private sector who labour to promote Britain and the English language overseas know the British Council to be rather more of a restrictive censor than a conduit for contemporary British culture and ideas.

Sir John Hanson's comment ("Cultural ambassadors face curb on global crusade", 21 May) that the profile of the British Council is a "very small one in Britain" is a telling one. The Council imposes its own selective judgement on taste and standards, representing only organisations and activities that it "recognises".

The Council promotes its own view of what British culture should be and not the culture that actually exists in this changing society. To most people in Britain the British Council is simply a rather vague overseas operation which basks in the reflected glory of the past.

The Council does not have a monopoly on high-mindedness: in the private sector we feel very confident in promoting Britain as an integral part of our business interests, which in my case include language and management training in Britain and internationally. We work to encourage tourists and students to come to Britain in order to learn and enjoy our country and its language. This is the real world of creating export earnings, ensuring cultural relevance and representing Britain as it is.

The Council's £131m government grant would be better spent on the artistic and cultural fabric of Britain: on theatre

companies and galleries, on the film industry and the environment.

The work of promoting Britain should be left to those who are the true representatives of British contemporary culture, language and history; those who "market" Britain professionally and with integrity and who are happy to take the financial risk as well as the reward attached to their work.

ROWAN CARSTAIRS  
Managing Director  
General Education Group  
Guildford, Surrey

Sir: Your leader article of 21 May ("Wanted: a modern British patriotism") regrettably does not describe the British Council I saw in operation last year at the 1995 Beijing Conference for Women. The Council there represented a place where women overseas could go to learn who was doing what in their field in Britain.

The Council I saw was clear that its task was to bring, in this case, women together across international boundaries to share experiences for the mutual benefit of all parties. Britain included. It is a great pity that it is so hard to put a price on the social and political benefits of international learning and exchange.

The Foreign Office exists to sell Britain as politicians want others to see us. The DTI exists to promote what we produce. The British Council's work is different: it is as much about learning from

others as marketing our own cultural heritage. We gain respect overseas by presenting ourselves honestly and as a country with something to learn from cultural exchange. From what I saw in China, the British Council understands that very well.

SARAH BOOTH  
West Kirby, Merseyside

### Prison regimes at risk

Sir: The saddest feature of the current prison scene so powerfully described by Polly Toynbee ("How long before Howard's prisons burst?", 22 May) is that, until the last year or so, the Prison Service was making tremendous progress.

Jails today are unrecognisable from the conditions obtained in the late 1980s. The Service deserves much greater public recognition than it has ever received for the speed with which recommendations in the Woolf report were implemented. And performance since the Prison Service became an agency has been first-rate, notwithstanding the obsessive interference of Home Office Ministers.

Much of this is now at risk. It is inconceivable that prison regimes can be maintained when the prison population is rising so fast, and when perhaps one-tenth of the Service's staff will lose their jobs over the next three years. Indeed, the Prison Service's newly published Corporate Plan reveals that the average time prisoners

spend in purposeful activity has already fallen by four per cent.

STEPHEN SHAW  
Director  
Prison Reform Trust  
London EC1

### Retailers' power over fair pay

Sir: Tim McGirk is right to point out that in many instances workers in the Indian garments industry, like Mohammed Hassan, are by local standards comparatively better off than workers in alternative industries ("Where hope begins with slave wages", 20 May).

This also applies to neighbouring Bangladesh and its mainly female garment industry workforce. However, this is no reason not to work towards improving Mr Hassan's life and the lives of the millions of other garment industry workers worldwide.

The employment rights of garments workers in the informal sector are issues which could be addressed through localised government reforms and legislation – retailers, suppliers, manufacturers, governments and the international community all have a part to play in the fight for garments workers' basic rights.

Far from calling for industry to stop buying clothes from factories with bad working conditions, Oxfam wants positive action to improve and strengthen the industry in India and elsewhere.

Retailers such as Marks and Spencer, who this week have announced such a strong increase in profits over the past year, hold the economic power in the supply chain. They are being positively challenged to take steps which could vastly improve workers' basic rights – steps which would require only a relatively small amount of extra attention and extra expenditure.

It is time for the retailers to prove they care as much for the basic rights of the workers as for the growth of their already substantial profit margins.

MICHELLE STRATFORD  
Oxfam UK and Ireland  
Oxford

### Other people's religions

Sir: In your excerpt from the sermon preached by Professor Akbar Ahmed in Selwyn College Chapel ("Two religions, one set of challenges", 20 May), you report him as saying, "A basic knowledge of Islam could be taught in Western schools so that children do not grow up in ignorance of it... Conversely, Western values, like democracy, need to be explained in Muslim schools."

Surely Professor Ahmed has his ideas mixed up. If a basic knowledge of Islam is to be taught in non-Muslim schools, then it is a basic knowledge of Christianity that should be taught in Muslim schools.

The Rev K P BULLOCK  
Penryn Bay, Gwynedd

### Paying for world monuments

Sir: In his article ("Clinging to the Wreckage", 10 May) about the World Monuments Watch – a programme of the World Monuments Fund in New York launched with support of \$5m over five years from American Express – Adrian Dannatt is mistaken about how this grant is being used. He writes that the sum "must have been eaten up by organisational and marketing costs" and by "hungry journalists".

In fact, of American Express's grant of \$5m, 90 per cent (\$4.5m) is designated for and restricted to grants to historic sites. Only the balance will be used by the World Monuments Fund for administrative expenses, including those of public relations.

The World Monuments Watch was designed to identify one hundred historic sites each year as the most imperilled in the world and make possible new funding for as many of these sites as possible. The list has been envisioned to serve as a call to action to encourage corporations, government agencies and foundations worldwide to come to the aid of imperilled historic sites. No single organisation can save the world's cultural heritage, but the response we have witnessed so far to the World Monuments Watch programme gives us every reason to move ahead with optimism.

BONNIE BURNHAM  
Executive Director  
World Monuments Fund  
New York

### Latin lovers

Sir: Paul Valley writes of the "incense and Latin brigade", and says that the "foggy" will be sad to know that Archbishop Kelly sometimes sings the whole Canon of the Mass in English ("A popular priest to incense the foggy brigade", 22 May). Perhaps he does not know that the documents of the second Vatican Council (which "liberals" are forever quoting), whilst permitting the use of the vernacular, expressly and explicitly state that the Latin language and the Latin liturgy should be preserved.

This position has been repeatedly upheld by every Pope since the Council, so we "foggy" are in good company. It is precisely the failure to observe the clear intentions of the Council which has angered the "traditionalists" and caused the distressing rifts in the Church. It is indeed strange and amusing to see how the ecumenism of the "liberals" stops short abruptly when they are contemplating anyone within their own Church who takes a different view from their own.

G B SILBER  
London N14

Sir: Paul Valley implies that those who want Latin and incense in their worship are intransigent conservatives. I like Latin in my worship and English too if it is good English. I also like the use of the ancient symbol of worship called incense. Basil Hume said "every liturgy should have dignity, order, beauty, an awareness of the presence of God." Latin and incense help to provide these along with other languages and sacraments. Liking them has nothing to do with being conservative or progressive.

LAWRENCE SCOON  
Workington, Cumbria

## polemic

# 'The right to divorce is more important than many civil liberties including freedom of speech and freedom to vote'

Polly Toynbee takes on **Melanie Phillips** and the traditionalists over divorce and the family



Melanie Phillips: 'It's easy to pillory people who believe in the value of self-restraint and altruism' Edward Sykes

Is the freedom to divorce destroying civil society, or is it more essential than freedom of speech? Melanie Phillips, a columnist with the 'Observer', and Polly Toynbee of the 'Independent' disagree in a correspondence of letters on the subject.

26 April 1996  
Dear Polly,

It is odd to be writing this letter to you across the chasm of thinking that divides us. Odd because although we are both working mothers and for years colleagues at the *Guardian*, we now find ourselves on opposite sides in this great debate about the family. What makes it so explosive is that the family is about not living as an atomised individual. Yet we live in an individualistic culture which sets personal happiness as our highest goal. The family sets extremely inconvenient limits to that individualism. Most people still aspire to a traditional family life, in which they marry and raise their own children. But more and more people are rejecting the limitations of loyalty, fidelity, duty and responsibility that such a life entails.

You know as well as I do the statistics showing the burgeoning rates of divorce, cohabitation, babies born out of wedlock. These trends are to be regretted because of the damage they entail both to individuals and to our civic fabric. As these trends unfold, more and more commentators, academics, journalists, politicians are becoming players, through their own lives, in the drama of the fragmenting family. Partly for this reason, the conclusion that "the family isn't deteriorating, only changing" is not reached from a dispassionate examination of the evidence. Time after time, I have observed ostensible policy discussions about the family which lightly camouflage a justification of personal experience. It is a discussion that is ludicrously - politically polarised, with defenders of the traditional family pilloried as reactionaries. True, people like myself wish to "conserve" values and structures without which I think we cannot live in a civilised way. But that doesn't make us any more reactionary than those green conservationists who wish to protect the physical environment from the depredations of selfish individualism. Being green is laudable; defending the moral ecology is beyond the pale.

My starting point has been the damage caused to most children by the fracturing of their home life. Of course, some children from intact families have troubled home lives. But children from fractured families do worse in every area of life, relatively speaking, than those from intact families. This has been amply demonstrated in research studies here and in the US. Yet I have seen this evidence regularly distorted and ignored by people who usually turn out to be justifying personal circumstances about which they feel guilty. "Do these people want unhappy

parents to stay together?" an angry academic once asked me about advocates of the traditional family. His unprofessional tirade only became intelligible once I discovered that he was going through a messy and acrimonious divorce.

This is a struggle between adults who want the freedom to live as they please and the interests of children who need stability, attachments and security. The idea that marriage break-up is good for children because it brings conflict to an end is demonstrably false. I don't believe that all marriages must endure whatever the circumstances. I am merely alarmed that people have become far too casual about relationships. The family sets highly inconvenient limits to our culture of individualism.

— Melanie Phillips

are loaded against them. I am concerned not just for them but for civic values that are learnt within the family. I believe that other people matter, that altruism is important and that duty and responsibility keep a civilised society together. These values no longer exist where family life is junked in the interests of individual fulfilment. To me, the unbridled self-interest unleashed by libertarian Tory economics finds its unacceptable mirror image in the social libertarianism of the fragmented family.

With best wishes,  
Melanie.

1 May 1996

Dear Melanie,  
Over the years I have read your columns with growing surprise and, I must admit, often a gnashing of teeth. Perhaps you are right to say that "moral decay" set in with Thatcherite selfishness. Perhaps the Tories are right in dating the "collapse of the family" from the libidinous 1960s. I don't know.

I doubt that couples entering marriage full of optimism or couples enduring the pain of divorce are busy examining their ideological credentials. It's a low blow to accuse your critics of using specious arguments to justify their own bad marital behaviour. For the record, I am a widow and was married to my husband for 22 years like you and your husband, neither of us was ever divorced. But I draw on my own experience of divorce and family to offer a less alarmist view of how families can prosper

after divorce so long as adults behave in a civilised way.

My mother was divorced twice; I was brought up with assorted half-siblings and we all saw each other regularly. My father and his wife visited often. I think I had a rich and fulfilling childhood with a father and stepfather, neither of whom counted much in comparison with my all-important mother. The structure of the family, as seen by politicians peering through the lace curtains, doesn't much matter. What matters is the quality of consistent love, care, attention and security the children grow up with.

Now you may say that it is more likely that a child will receive love and security from a stable family, with its two natural parents. But what can anyone do to force people to stay married? Unless you propose some moral Cromwellian revolution I do not think you will persuade people to return to a life where marriage is destiny. Good people make hon-

ing to get them to stay together. Yours ever,

Polly.

3 May 1996

Dear Polly,  
As I recall, "fun, fun, fun" is precisely what you have so persuasively advocated. Unfortunately, though, this can have consequences for others which aren't so jolly. Divorce does not merely liberate people who are dreadfully unhappy. It sanctions opportunistic behaviour, including walking out on the family in pursuit of personal fulfilment, leaving behind a devastated spouse and children, or breaking up someone else's marriage.

Divorce should be available for those whose marriages really are intolerable. But the problem is we're redefining intolerability to include the merely less than perfect.

You hope shame is a thing of the past. But I think people should be ashamed if they cause pain and misery to other people. Are you really saying that if people cheat on their spouses, abandon their children or help to break up someone else's family they should feel no shame? That's tantamount to saying people should kiss goodbye to a moral sense.

I don't want to force people to stay married. Maybe the fragmenting family is an irreversible social revolution. But it's being fuelled by the fantasy that people can have all the benefits of marriage without the hard work. To support children, we should support marriage - precisely the purpose for which it was invented.

With best wishes,  
Melanie.

5 May 1996

Dear Melanie,  
I can't help chuckling at your tone of voice. I feel like the bad girl called into the head's office to explain "fun". I detect in your writing a grim moral fortitude, in which this vale of tears is to be struggled through with little expectation of happiness. It is not the view of life I would wish to hand down to my children. I would urge them to reach out for more, because so much more is offered - great happiness, even brief moments of unmitigated joy.

If I were unhappily married you would, I suppose, urge me to put up with it for the sake of the children. But they would then feel the weight of a loveless and quarrelsome marriage - a sad model for them, burdening them with the sense that they should be grateful to their unhappy parents for staying together.

In real life people rarely separate without great pain and years of unhappiness. Your picture of people casually sauntering out of marriages in search of instant sexual adventure is largely untrue.

Yours ever,  
Polly.

6 May 1996

Dear Polly,  
It's so easy to pillory people



Polly Toynbee: 'Exhorting people to stay married is spitting in the wind of social change' John Lawrence

who believe in the value of self-restraint or altruism. So boring, isn't it, while you romantically buckle your swash. It is possible to have a good time and be responsible! Selfish behaviour causes pain and sometimes harm to vulnerable people and therefore people should think twice before behaving in such a way. Is that really so unacceptable to you? I'm staggered by your equation of responsibility with personal misery. I am concerned with the happiness of children: for most (not all) children in voluntarily disrupted families, being brought up without a father, or a succession of "fathers", is a recipe for maladjustment.

With best wishes,  
Melanie.

8 May 1996

Dear Melanie,  
Self-restraint and altruism are not boring; but they are sometimes misplaced. Lifetimes can be wasted in self-sacrifice that turns out to have done no one else much good. How much hot air is wasted in Parliament exhorting people to stay married - spitting in the wind of social change. They should be seeking practical remedies instead. Policy makers should give attention to the far more fruitful business of helping all children of divorce to do as well as the best. I think your grin and bear it message will go the way of Canute's feet and I'm tempted to send you a pair of galoshes.

With very best wishes,  
Polly.

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## Farewell to a jazz beacon ... and to part of my youth

This week I was saddened to hear the news of the departure of an American broadcaster whom I once venerated above all others. I refer not to Paul Gambaccini's move from Radio 3, but to the death of Willis Conover.

Willis Conover, whose passing was not widely noted in the British press, worked for the Voice of America in the days when the Voice of America really was a beacon of light shining out into beleaguered Eastern Europe etc, back in the Fifties and Sixties.

He presented a programme every night called the *Voice of America Jazz Hour*. That's all he did. For an hour he played music from the latest jazz releases and talked a little and then said goodnight. He talked quite slowly, slower than Paul Gambaccini though not as slow as the most stately of all broadcasters, Alistair Cooke, because, for all Willis Conover knew, nobody he was talking to had English as their first language.

Nobody in America knew who he was. You couldn't hear him in

America. The Voice of America did not shine its beacon of light and hope on the benighted American people. Only in the rest of the world was it heard.

So when Willis Conover walked the streets of Washington DC he walked unnoticed, but when he landed in Poland or Czechoslovakia he was met by huge crowds. He was, as the *Herald Tribune* noted the other day, the most famous American in the world, except in America, where he was unknown. Forty years ago, when Soviet Communism seemed to have a healthy future and looked to be worth buying a few shares in, jazz was the music of protest, of the dissident shareholder. Rock 'n' roll was still only a juvenile delinquent noise but jazz had everything a rebel needed - it was dirty, clever, American, socially unacceptable, thrilling and mysterious.

In America, it was the music adopted by Jack Kerouac and the Beat Generation. In Europe it was the music adopted by people who murmured and thought rebellious thoughts.



Miles Kingston

Whoever had the idea of beaming the *Voice of America Jazz Hour* to Europe was a genius, because when Willis Conover came on the air and said that he would now play the latest Horace Silver LP, millions of people all over Europe knew they were about to listen not just to Horace Silver but to something free, something unobtainable, something forbidden.

So when Willis Conover came to Poland to take part in jazz festivals, he was greeted by thousands of cheering Poles as a hero, thus baffling the Polish and American governments simultaneously.

For a time it was even against the law in Russia to listen to the pro-

gramme, and the same was nearly true in the Kingston household in North Wales.

The *VOA Jazz Hour* didn't start until 11pm, or midnight when the clocks changed, so I had to stay awake a long time to hear it. I would switch on my wireless very softly, and with the speaker right next to my ear. I would hear the end of the previous programme and the pregnant announcement: "This is AFR Munich." (It took me years to work out that that stood for American Forces Network.) Then a pause, then Willis Conover saying "This is Willis Conover in Washington DC with the *Voice of America Jazz Hour*". Then an hour of bliss. Then sleep, and a haggard late rising, and my parents threatening to take my radio away if I didn't go to sleep earlier.

It was through Willis Conover that I heard my first Thelonious Monk, and Horace Silver, and Bill Evans, and Art Blakey, and Gerry Mulligan, and Miles Davis, and all those guys who in the late Fifties were ahead of everyone.

I couldn't believe my luck. Every

night I was listening to records which were just out in the American shops, so fresh that they wouldn't be available in Britain for months yet.

When I first went to university, as the Sixties dawned, I may have been the first person in the UK to hear via Willis Conover the sounds of the bossa nova, as pioneered on the Stan Getz LP *Jazz Samba*. The impact on me was delicious. I bored everyone silly with talking about it, but as they had no idea what I was talking about, they drifted away from my presence rapidly.

A year later *Jazz Samba* came out in Britain, and one track, "Desafinado", even hit the charts. My friends were ecstatic. They thought it was great.

"This is the stuff I was telling you about last year," I moaned, with all the impact of Billy Bunter announcing the imminent arrival of a postal order. Happy days.

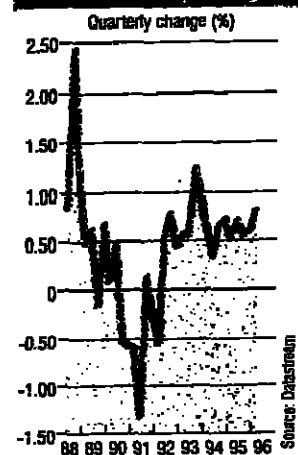
And now Willis Conover is dead, and so is a chunk of my youth. Thanks for all that jazz, Willis, and sorry I never wrote to say so.





## Tardy industry tarnishes consumer 'boomlet'

### CONSUMER SPENDING



DIANE COYLE  
Economics Editor

The gap between the fortunes of consumers and industry is growing wider, according to new evidence yesterday. Growth in consumer spending in the first quarter of this year was at its highest, but manufacturing orders remained at their weakest, since the end of 1993.

The mixed figures meant there was no risk of higher inflation in the near future, analysts said. "The day of pressure for an increase in base rates has been postponed further," said Simon Briscoe, an economist at City Bank Nikko Europe. In its latest inflation report,

the Bank of England prepared the ground to push for a rise in rates later this year if the economy gathers steam. Although the Treasury will shortly publish a lower forecast for growth this year than the Chancellor's 3 per cent target, most economists fully expect a pick-up as the year progresses.

Total consumer spending grew 0.8 per cent in the first quarter to a level 2.5 per cent higher than a year earlier. This compares with growth of 0.5 per cent a quarter in the second half of last year.

Official statisticians said that spending on services was growing faster than spending on goods. They also revised up

their estimate of how fast the output of the service industries grew in the first three months of 1996, to 0.6 per cent.

Separate figures showed that the volume of retail sales rose 0.7 per cent in the three months to April, and were 2.2 per cent higher than the same three months a year earlier. This was their fastest annual growth since February 1995.

The main categories of retail sales grew at a far faster rate over the 12 months. Excluding food stores, sales were up 3.7 per cent. Year-on-year growth was even higher for textiles and clothing and household goods, at 4.7 per cent and 5.7 per cent respectively.

Two categories of spending held the headline figure back. The volume of sales at food stores was only 1.2 per cent higher in February-April compared with a year earlier. "Non-store retailing" - mainly mail order - was down 2.2 per cent.

"Consumer demand is now growing at an above-trend rate," concluded Kevin Darlington, an economist at brokers Hoare Govett.

The contrast with the fortunes of manufacturing could scarcely be wider. Ian Shepherdson, an analyst at City Bank HSBC Markets said: "Our consumer boomlet will not be enough by itself to turn manufacturing around." In-

Industry view: When the cap doesn't fit

Market report: Is Asda's party over?

Investment: Problems Storehouse can't shelve

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slowly, others believed that there could be a more serious cutback.

"Stocks will remain a drag on output for the remainder of this year," said Adam Cole of James Capel.

So far, consumer spending is the only area showing sustained strength. Investment grew 0.7 per cent in the first quarter, its second quarterly increase after falling during the middle of last year.

A drop in exports due to weak demand in Europe and an increase in imports meant that trade acted as a drag on growth. Altogether, GDP rose 0.4 per cent, the same as the preliminary estimate.

## C&W plans to expand world-wide

MICHAEL HARRISON

Cable & Wireless yesterday laid out plans for a big expansion in its network of global telecoms alliances, including the possibility of a US partnership, following the recent failure of its \$35bn merger talks with BT.

Brian Smith, chairman, confirmed that C&W and its German partner Veba were in talks about taking a strategic stake in Italy's national telecoms operator, Stet, as part of plans to increase its presence in Europe. An alliance is also being sought in Spain.

Mr Smith also said the North American market was a "high priority", indicating that C&W could seek to strengthen its presence through tie-ups with one or more of the Baby Bell regional phone companies.

Dick Brown, who takes over as C&W's new chief executive next month on a package potentially worth £1.3m plus £2.3m in share options, spent 27 years in the US telecoms industry, mostly with Baby Bell companies.

Mr Smith said the negotiations with BT had ended "more in sorrow than anger" but now that they were over there was no prospect of a giant merger of that sort again.

Instead C&W would focus on building up its federation of world-wide alliances by renewing acquaintances with all the "bridesmaids out there".

He was speaking as C&W unveiled a 10 per cent rise in pre-tax profits before exceptional

items to £1.26bn despite higher losses in the mobile telephone business. Mercury One2One, operating losses of £20m elsewhere in Europe and an initial £20m loss on its German joint venture Vebacom.

Hongkong Telecom, in which C&W has a 58 per cent stake, was again the main profit earner, increasing its contribution by 12 per cent to £90m.

Meanwhile its UK subsidiary Mercury, 80 per cent owned by C&W, increased operating profits by 14 per cent to £23m despite an improvement of only 3 per cent in turnover to £1.7bn.

Acting chief executive Rod Olsen said that Mercury was no longer the "invalid" of the C&W group that it had been 18 months ago.

Mr Smith poured scorn on suggestions that a consortium bid was being planned for Hongkong Telecom, saying that he had received no approaches and that anyone wanting to take over the business would have to spend £25bn buying C&W and then acquiring the minority shareholding.

He also sought to dampen speculation that China would want to muscle in on Hongkong Telecom ahead of its takeover of the colony next year. C&W had long relations with China going back 25 years and no indications had emerged from Peking that the Chinese wanted to take a direct stake in Hongkong Telecom.

Losses at One2One, which is jointly owned with US West, rose from £61m to £66m.



On the expansion trail: Brian Smith (left) and Rod Olsen will be sizing up the 'bridesmaids' of the world

Photograph: Kalpesh Lathiga

Mercury, Britain's second-biggest telephone operator, might step up competition with BT by forging cross-shareholder links with cable operators in advance of the widely-expected consolidation in the industry, writes Michael Harrison.

Peter Howell-Davies, Mercury's new chief executive, said yesterday that securing closer links with cable operators was one of the most pressing strate-

## Mercury seeks tie with cable firms

gic issues to be addressed in the next 12 months.

Initially, Mercury is likely to focus on improving its commercial relationships with the cable industry, where it handles 80 per cent of all trunk and international call volumes. But this could be followed by equity stakes.

Mercury already has a 12.8 per cent stake in Bell CableMedia, which provides television and telephony services to 2 million franchised homes in London, Southampton, Leeds and north Yorkshire. Bell Canada, which owns the 20 per cent of Mercury not held by C&W, has a 46 per cent holding in Bell

CableMedia. One possibility is for Mercury to take a majority stake in Bell CableMedia in return for C&W allowing Bell Canada to raise its stake in Mercury. Another possible cable partner for Mercury is Nynex.

Mr Howell-Davies said: "It is a great disappointment that we haven't created a better re-

lationship over the last eight years. The last thing we need now is for Mercury and the cable companies to be digging up streets in competition to put in local networks."

He said Mercury was pleased with what it had achieved in 1995 even though underlying growth in turnover had fallen to 6 per cent. He also forecast that it would take another £20m out of its cost base this year.

## Asda turns up heat in petrol price war with 'no-profit' offer

NIGEL COPE

Supermarket group Asda turned up the heat in the petrol price war yesterday saying it would start selling "profit-free" petrol at its hypermarkets from this weekend.

Although Asda will be selling petrol at essentially cost price, the offer is restricted to its 10 largest stores. Those include branches in Edinburgh, Bristol, Watford and Manchester. They will be labelled "profit-free zones" and the lowest price of a litre of unleaded will be 49.9p. A litre of four-star leaded will be cut to the same figure in two Scottish stores, and to 50.9p elsewhere.

Asda said that in spite of the price war petrol prices varied widely across the country and claimed that some retailers

were still "making a massive" profit on fuel sales. Asda's action was immediately criticised as "a triumph of hype" by its rivals who said that a cut in just 10 outlets was "no big deal".

However, Tesco, Sainsbury and Safeway all said they would reduce prices in certain locations to match Asda's offer.

Kevin Hawkins of Asda said: "You have to remember that most of us are already selling petrol at a loss in certain areas such as London. No one is making much money, anyway. But we will cut prices if appropriate."

Tesco re-stated its pledge to be "unbeatable" on petrol and said the discount points that could be collected on its Clubcard loyalty scheme made its offer even more attractive. Sainsbury's issued a state-

ment saying there was "nothing unusual" about selling profit-free fuel. It said it was committed to offering the best possible value to customers.

The supermarkets, which now account for a quarter of petrol sales in the UK, have been offering special promotions in a bid to maintain market share. All have seen sales squeezed and many do not reveal how much money they make from petrol retailing. Asda's petrol profits were £12m last year, according to broker NatWest Securities.

Eso started the petrol price war in January when it cut the price of its fuel by 4.4p a litre and pledged that it would not be beaten on price in a three-mile radius. It cancelled its long-standing Tiger Tokens offer to help pay for the campaign.

Rivals have followed suit and are feeling the pain. Even BP is losing money on petrol sales in Britain.

However, the real squeeze is on the independent petrol stations and the smaller oil companies that do not enjoy the same economies of scale.

The Petrol Retailers Association has said that thousands of petrol stations will go out of business, threatening up to 50,000 jobs.

The price war has been easing recently with the groups increasing prices. The share prices of the supermarket groups have been under pressure because of the battle on the forecourts but they rose across the sector as some analysts turned bullish on their prospects, predicting trading conditions were set to improve.

## US threat to bar bosses with Cuban connections

PHIL DAVISON

The US State Department has drafted letters to senior executives from leading Canadian, Mexican and European companies, possibly including at least one British firm, warning them that they may be barred from entering the US for doing business with Cuba.

The move will be the first formal US action to comply with the so-called Helms-Burton law, signed by President Bill Clinton in February. Mr Clinton changed tack on the Republican-proposed bill after Cuban fighter planes shot down two US light aircraft flown by anti-Castro Cuban Americans in the Straits of Florida.

Under the law, companies doing business in Cuba, mainly

Canadian, Mexican and European - including British firms such as tobacco giant BAT and sugar traders ED and F Man - could later be ordered to give up their holdings in Cuba or face charges in the US.

There was no indication which, if any, UK executives would be among those to receive the first warning letters but US officials suggested the list would include at least one senior European boss.

Speculation in Cuban American circles suggested Benetton of Italy was the most likely target. The company has opened several stores on the Caribbean island since Cuban leader Fidel Castro opened up his economy to foreign investment. Cuban exiles in Miami say Benetton's offices are on property owned by Cuban exiles but were con-

fiscated by Mr Castro after his 1959 revolution.

Under the Helms-Burton law, aimed at tightening the screws on Mr Castro's communist regime by discouraging foreign investment, the original owners can sue in US courts for the return of their property.

The European Union, Canada and Mexico have strongly attacked the law as incompatible with free trade policies.

US officials, quoted in the *Miami Herald* newspaper, said the State Department would send out the letters to leading executives within days, warning them they or their families may be refused visas, even for holidays.

The best-known bosses named by officials included Lorenzo Zambrano, billionaire head of the Mexican cement firm Cemex.

Yesterday's market nervousness reflected concern that Robert Stansky, who was named to replace Mr Vinik, would move swiftly to change tack away from bonds. "The fear is that the next manager may not be so loyal to the fixed income markets," commented Matthew Greenwood of Oppenheimer Capital.

Mr Vinik's regulatory headaches began with reports last year that he was being probed for upbeat remarks he made about Micron Technologies in a media interview at a time when Magellan was in the midst of selling Micron. More recently there have been up confirmed reports that he had other senior Fidelity managers may have been "front-running", namely buying shares on their personal accounts in firms that were about to attract Fidelity investments. Mr Vinik has denied all the allegations.

But in spite of these well-publicised difficulties, his announcement caught most on Wall Street off guard. "It was entirely his decision," a Fidelity spokesman said of his departure. "There was no pressure from the company to resign."

STOCK MARKETS						
Index	Close	Day's change	Change(%)	1995 High	1995 Low	Yield(%)
FTSE 100	3747.00	-17.20	-0.5	3857.10	3639.50	4.03
FTSE 250	4591.40	-10.90	-0.2	4568.60	4016.30	3.34
FTSE 350	1899.10	-7.80	-0.4	1945.40	1816.50	3.87
FT Small Cap	2238.97	-2.05	-0.1	2241.87	1954.06	2.90
FT All Share	1885.24	-7.26	-0.4	1924.17	1791.95	3.79
New York						
Dow Jones	21724.08	-233.92	-1.1	22282.05	19734.70	0.721
Nikkei	11030.94	-51.95	-0.5	11394.98	10204.87	3.301
Frankfurt	2560.46	+3.59	+0.1	2570.78	2284.86	1.841

Source: FT Information

INTEREST RATES						
Index	1 Month	3 Month	6 Month	1 Year	Long Bond	(%)Yield
UK	5.94	6.38	6.03	7.87	8.13	7.96
US	5.25	5.75	6.65	6.37	6.84	6.72
Japan	0.41	0.91	3.22	2.87	-	-
Germany	3.28	3.31	6.42	0.00	7.05	-

MAIN PRICE CHANGES						
Index	Price	Change	Change(%)	Falls	Price	Change
Oil	655	59	9.9	Burford Hides	137	9
Gold	381.60	+0.16	0.04	Securicor Group	1215	63
Courtside	438	16	3.8	T & N	148	7

CURRENCIES						
Index	Yesterday	Change	Year Ago	Index	Yesterday	Change
\$/£	1.5126	+0.0246	1.6029	£/¥	0.00611	-0.11
\$/DM	1.5135	+0.0306	1.6070	DM/¥	0.0007	-0.13
DM/£	2.3301	+0.0560	2.2509	DM/£	1.5405	+0.1601
¥/£	161.608	-0.003	136.330	¥/£	106.775	-0.175
¥/DM	84.8	+0.2	84.9	¥/DM	97.2	unch

OTHER INDICATORS						
Index	Yesterday	Day's chg	Year Ago	Index	Yesterday	Day's chg
Oil Brent	19.11	+0.25	17.97	RPI	152.6+2.4pc	149.0
Gold	381.60	+0.16	385.70	GDP	130.3+1.1pc	124.8
Gold E	258.89	-0.11	240.63	Base Rates	6.00pc	6.75

## Accountants win new support for law reform

Accountants have stepped up pressure for reform of the law under which auditors can bear the whole loss of a company failure even if only partly responsible, writes Roger Trapp.

Accountants have enlisted the support of the National Association of Pension Funds, the Institute and the Faculty of Actuaries, the Construction Industry Council and the Building Employers Confederation for their cause.

The backing is contained in a letter also signed by the leading accountancy bodies calling on Jan Lang, president of the Board of Trade, to go against

the Law Commission's findings and set up a committee to undertake a wider study of the law of joint and several liability.

The move comes just days after the Jersey parliament began debating a law to allow big accountancy firms and other large professional practices to protect themselves from large claims by registering as limited liability partnerships. Earlier KPMG incorporated its audit arm for the same reason. Gerry Achter, chairman of the Institute of Chartered Accountants' audit faculty and KPMG's head of audit, said he was delighted at the high level of support.

مكتبة من الصحف





## A painful, necessary process at the Exchange

Often it has seemed that the only people not to realise that the once pre-eminent Stock Exchange needs to cut its copious cloth to a very different City environment are the incorrigibles who actually inhabit that grim, concrete tower on Throgmorton Street. From its enviable pre-Big Bang position at the heart of the City establishment, enjoying – in the Square Mile at least – unquestioning respect and authority, the Exchange has over the past 10 years had a rocky ride, leaving it unsure of its role as the financial markets changed around it.

Under Michael Lawrence, sacked so unceremoniously from his job as the chief executive in January, many of these delusions of grandeur lived on. True, Mr Lawrence did his bit in slimming this once bloated organisation. Numbers were reduced from 2,800 at the time of Big Bang to below 1,000. But what persisted was the arrogance of an organisation that failed to accept its importance had diminished, one that continued to believe it could boss big City firms around.

Typical of this was the frantic search for new sources of income in areas that brought the Exchange into competition with its members, to make up for the dramatic loss of revenues once Talisman is replaced from July onwards by Crest, the automatic settlement system. Those pretensions are gone now, out of the window along with Mr Lawrence. In its place is a much tougher commitment to transforming the Exchange

into the lean, mean machine the City of tomorrow requires. The atmosphere on the board is by all accounts transformed – gone is the sniping between the big City member firms and the Exchange's executive, watched in hair-tearing dismay by the Treasury.

The cost cuts to date are only a foretaste of what is to come. Looking to the end of the century, the strategic review being finalised by the Exchange proposes that costs be cut by a third. Adjusting to reality is a long and painful process.

### Cable firms ready to repay investors

The UK cable industry has had a deserved reputation for poor marketing and sluggish growth, which has led inevitably to lacklustre performance on the stock market. Worse, there have been a few further jolts to the sector – like Labour's high-profile deal with BT, which looked like sidelining cable, or the big question marks surrounding number portability and BT's strong-arm competitive tactics in the marketplace for telephone services.

As a result, the two biggest London-listed companies spent the back half of 1995 languishing far below their over-optimistic issue prices. Could that all be about to change? Most of the big operators have built more than half their networks, and are on schedule to complete the roll-out in the next few years. That has al-

lowed them to start thinking about how to convince the punter to subscribe. More money is being spent on promotion and marketing, and the penetration rates are beginning to bear the fruit.

True, cable TV subscription rates are still woefully low – barely more than 20 per cent of those who can subscribe actually do so. But the pay-to-basis ratio (the percentage of those customers taking the lucrative premium programmes like Sky Sport and the Disney Channel) is creeping up. Meanwhile, telephone penetration rates, at closer to 30 per cent, look far healthier, thanks to deep discounts on BT's standard rates.

The introduction of number portability this week in one of Nynex CableCom's franchises has got to be a good sign of better times ahead. All the independent studies show that many customers were reluctant to give up their old BT numbers, even to save money on their bills. By the end of the year, at least two, and probably all three of the listed companies will be offering portability.

Further down the road, we are likely to see concrete proof of cable's obvious technical advantage – its broadband capability. When the cable operators bring their cable modems to market, Internet users will be able to tap into the world "network of networks" with great ease and at vastly increased speeds. There is huge growth still to come in the Internet market in the UK, and the cable industry will reap more than its share.

Telewest and Nynex, the leading operators, were far too aggressively priced when they came to market. It was assumed that the roll-out of cable in the UK would mirror US experience, where 40 per cent penetration rates were easily achieved even without the added bonus of being able to offer TV and telephony together. It did not.

But the sell-off last year was probably overdone, and the City is beginning to accept that fact. Telewest yesterday managed to raise £1.2bn in bank funds at attractive rates. Meanwhile Kleinwort Benson has issued a research note to clients, arguing that a substantial re-rating may be in the offing. With number portability, the Internet, digital TV and the critical mass that comes with a network 50 per cent in place, the cable industry is finally ready to pay back its patient investors.

### Chill wind in the office at C&W

Dick Brown, the American with the job of forging a coherent whole out of C&W's Wireless's loose federation of telecom alliances, will need to be re-christened the Yank with the Bank if he succeeds in making even a half-decent fist of it.

The rewards on offer for his job are truly mouth-watering: the basic salary may be a measly £650,000. But Mr Brown stands to double that under the obligatory bonus

scheme. Then, of course, there are the share options worth a cool £2.6m.

Perhaps it is just as well he is being incentivised so handsomely since, if chairman Smith is correct, the C&W management can no longer be stimulated by the threat of takeover. The failure of the BT merger showed, he says, that C&W is, to all intents and purposes, bid-proof, not least because all its licences around the globe depend on there being no change of ownership.

For all C&W's talk about the benefits of its federation, it remains hard to see how the whole adds up to more than the sum of the parts. The real goldmine – Hongkong Telecom – faces an uncertain future with the Chinese taking over next year and growth in traffic on the mainland depressed by Peking's no-nonsense approach to economic management.

Back at home Mercury looks to have got off the invalid's trolley only to run into a brick wall. Top line growth is in decline and if the trend continues, helped by a clobbering from the regulator Don Cruickshank, it could stop altogether. Continental Europe may possess promise but all C&W has thus far got to show for its expensive foray into Germany is a £20m loss in three months from Vebacom. If anyone was bold enough to bid it would be like "buying a block of ice that melts as you get your hands on it," says chairman Smith. But unless C&W decides to break itself into bits it is shareholders who will feel the chill.

## London Stock Exchange looks for £50m savings

JOHN EISENHAMMER  
Financial Editor

The London Stock Exchange is planning to slash costs by about a third as it transforms itself over the next few years into a "new lean, mean machine", in the words of one board member.

The board yesterday discussed proposals for the first stage in cost reductions, by some £30m from the current level of £160m, to take account of the big loss of income with the imminent introduction of electronic share settlement.

Some 250 jobs have already been earmarked to go as a direct consequence of the new Crest settlement system, which comes fully on stream next spring. Further out, however, the Exchange is planning for deeper personnel reductions.

The current workforce is about 940, down from a peak of 2,800 in the wake of the 1986 Big Bang deregulation.

The full scope of the savings are contained in a strategic review, looking forward to the role of the Exchange at the end of the century. To be considered by the board in July, it foresees the need to make efficiency savings well beyond the first stage in cost reductions required by preparing for Crest.

Sources spoke of the exchange aiming ultimately for savings of around £50m from its position today, or a reduction of about a third. The Exchange has come in for heavy criticism from some of its powerful member firms and the Treasury for carrying a cost base no longer suited to its shrunken significance in the City.

Presenting yesterday the financial results for the year to 31 March 1996, executives stressed the continued progress in achieving significant savings, at the same time as the exchange is about to complete the modernisation of its Sequence information and trading platform.

"Through our concerted efforts to control costs, coupled with sustained investment, we have laid solid foundations for a financially viable Exchange in the years ahead," the chairman John Kemp-Welch said.

The Exchange last year reduced underlying operating costs by nearly 9 per cent to £161m. The immediate challenge is that income of £196m will soon be reduced by £67m when Talisman, the settlement system currently run by the Exchange, is replaced by the au-

tomated Crest, independently owned by 60 financial bodies.

While much of the first round of savings will come from job losses and the end of the heavy investment spend required by Sequence, the longer term reductions in the strategic review will involve cost reductions across the board. "We are talking about a much better management of resources, getting the cost base right down while delivering a quality service to the market," said a source.

Separately yesterday, Kenneth Clarke, the Chancellor, agreed in principle that market makers should continue to enjoy the privilege of exemption from stamp duty when the new system for dealing in equities is introduced to London next year.



Leaner and meaner: The London Stock Exchange, where at least 250 jobs will go as a result of Crest.

## Go-Ahead buys London bus group for £46.1m

MAGNUS GRIMOND

Three hundred staff at London General, one of the capital's biggest bus companies, each had a £2,000 windfall yesterday after the company was sold to the Go-Ahead bus group for £46.1m.

The drivers and other staff all backed the management in its successful £31.5m bid for the group in November 1994. They ended up with 15 per cent of the company, the same proportion as the four-man board, led by managing director Keith Ludeman.

The deal means that North-east based groups now control over a third of the capital's buses.

The acquisition of London General gives the Newcastle-based Go-Ahead, which already owns London Central, another 10 per cent of the capital's market, taking its share to around 18 per cent.

That is roughly the same as Cowie, the Sunderland-based motor dealer which owns the Leeds and South London bus companies.

Go-Ahead is raising £19.5m in a placing and open offer to finance the deal and is calling on shareholders to approve a change in the articles to allow it to take on an enlarged borrowing facility of £32.7m. London General has raised

operating profits including exceptional items from £2.2m in 1994 to £8.43m in the year to March, on turnover which has grown from £50.5m to just £52.8m.

The company said it believed it could sustain margins in the short to medium term and to increase them in the longer term as consolidation of the market continues. Cost savings would come from merging the two businesses, although Martin Ballinger, Go-Ahead's managing director, suggested that further cost cutting from staff and other rationalisation was now limited after the efforts of the existing management at London General.

He added: "In the long term, we think its bloody brilliant getting nearly 20 per cent of Europe's biggest bus market and particularly south of the Thames, which is poorly served by the Underground."

London General operates one of the largest route networks in the capital, covering south-west and central London and Surrey. Of its original 40 routes in 1989, it has held on to 29 in the annual tendering process overseen by London Regional Transport. It has also won 13 new routes from other operators and seen 18 extended beyond the normal five-year term.

## TUC calls for business and union compromises

BARRIE CLEMENT  
Labour Editor

The union movement has abandoned any ambition to tie companies down to complex employment law, according to TUC general secretary John Monks.

Unions will continue to demand the introduction of a minimum wage, but would seek

to negotiate other minimum standards in a way which contributed to business success, Mr Monks told a City audience yesterday.

In a speech to a TUC-sponsored seminar on "stakeholding", Mr Monks said: "The way that European business leaders and trade unions have been able to talk sensibly and agree provisions for parental

leave show there is a middle way between deregulation and overly bureaucratic red tape. You can call it social partnership or stakeholding, or simply good old-fashioned British compromise but it offers the best hope for the future."

While he stressed the need to build on the British tradition of voluntary agreement, Mr Monks pointed out that Euro-

pean law was already forcing the idea of "social partnership" on some 150 British multinationals through a European directive on works councils.

He pointed out that despite the UK opt-out from the social chapter of the Maastricht Treaty, British-based groups were including UK workers on the councils.

Mr Monks acknowledged that the election of a Labour government would end the opt-out and increase the number of companies covered by the directive. All multinationals with 1,000 employees in the European Union with at least 150 in each of two, have to set up a council after 22 September on request from their workforce. Without the opt-out, British

employees would have to be included in the calculation.

The TUC leader coupled his call for compromise with a warning that there was growing dissatisfaction with the way companies are run in Britain. Many under-performed and under-invested and were under intense pressure from institutional investors to ensure a high share price, he claimed.

With profits personal pensions: best and worst	
Performance*	Charges†
<b>TOP 5</b>	<b>TOP 5</b>
Royal National Pension Fund for Nurses £24,869	Medical Savings £247,000
Norwich Union £21,893	Equitable Life £241,078
Axa Equity and Law £21,497	Scottish Equitable £236,100
Scottish Mutual £21,373	RNPPF £228,765
Royal London £21,342	General Medical £225,363
<b>BOTTOM 5</b>	<b>BOTTOM 5</b>
Sun Alliance £15,998	Scottish Provident £187,000
National Provident Institution £15,740	Guarantee Financial £186,279
Royal Insurance £14,865	Royal London £186,099
Legal and General £14,417	Axa Equity and Law £186,006
Britannia Life £13,753	Prudential £183,592

## Investors pay highly for poor pension decisions

NIC CICUTTI

Investing in the wrong with-profits endowment or personal pension can cost tens of thousands of pounds off the value of an individual's savings, a new report showed yesterday.

Poor fund management performance and heavy charges levied on a range of savings products can almost halve the amount eventually paid out, according to *Money Marketing*, a weekly financial magazine.

Among the poorest performing life companies are many household names, including Britannia Life, Royal Insurance and Sun Alliance.

A 30-year-old man investing £30 a month into a Britannia Life personal pension until 65 would see his funds grow to just £13,753. Royal Insurance would pay £14,865, while Sun

Alliance's payout would be £15,998.

By contrast, the same amount placed with Norwich Union, Axa Equity & Law, Scottish Mutual, Royal London and General Accident would have yielded more than £21,000.

Beating them all was the Royal National Pension Fund for Nurses, which achieved returns of £24,869 over the same period.

The average performance among the 28 companies included in the survey was £19,000, with most bunched within £1,000 on each side of that amount.

The annual *Money Marketing* report is one of the most detailed surveys of companies that sell with-profits policies, covering pensions, mortgage-endowments, endowments and savings schemes.

It shows that company charges, including the commissions paid to advisers who sell their products, also take large chunks out of policyholders' savings.

A 30-year-old male, saving £100 a month with the life and pensions arm of Guardian Royal Exchange would receive £196,279 at retirement age, one of the worst returns.

Assuming exactly the same inflation rates, investment returns and increases in contributions, the same saver would get £247,000 from Medical Savings or £241,078 from Equitable Life when retiring at 65.

The difference in payouts between top and bottom-ranked charging companies could mean a drop in a saver's pension of around £90 per

### IN BRIEF

• McDonald's and Walt Disney have signed a 10-year global marketing agreement that gives the world's largest fast-food chain exclusive marketing rights for Disney products. Under the alliance, which starts next January, McDonald's will become Disney's primary promotional partner in the restaurant industry in 93 countries. Financial terms were not disclosed.

• Lowes Financial Management, a large firm of financial advisers based in Newcastle-Upon-Tyne, has been fined £30,000 plus £28,000 costs by its regulator, Fimbra, after admitting a series of charges. These included failing to record financial information needed to give proper advice to clients, advising clients without being able to show how the advice would be to their benefit and failing to keep proper files to show whether its advice complied with rules.

• Adams & Neville Asset Management, a London-based firm of fund managers, has been fined £20,000 by its regulator, Imro, and ordered to pay £59,000 in compensation to its clients after admitting that it failed to ensure they understood the risks involved in their investments. The firm also accepted that it had engaged in corporate finance activities without Imro's permission and did not supply its clients with the information it was required to in regular statements to them.

• The Association of British Insurers, the industry's trade body, said yesterday that sales of new life and pensions business in the first three months of this year were 9 per cent up on the same period in 1995. Regular premium payments into personal pensions grew to £243m, up 16 per cent, while single premiums rose to more than £1bn, a 28 per cent rise. Permanent health insurance premiums soared 27 per cent to £14m. However, life insurance business rose only slightly, at 3 per cent, to about £2.5bn.

• Ford has agreed to sell all the assets of USL Capital's Rail Services unit to First Union Rail for \$900m. Ford is pursuing the sale of other USL Capital businesses. USL Capital, which is a diversified commercial financing and leasing company, is part of Ford's financial services division. Ford said last year it would carry out a strategic review of its non-automotive financing businesses which could result in a partial or complete sale of USL Capital.

• NEC, Japan's biggest chip maker, said profits more than doubled last year due to a global boom in personal computers. Net profits for the year to 31 March jumped to ¥77.2bn (£721m) from ¥35.3bn (£330m) a year earlier. NEC expects earnings to keep rising in the current year and growing interest in the Internet and multimedia. But some analysts said the outlook was too optimistic amid rapid falls in prices of computer memory chips.

• Toyota, Japan's top carmaker, announced robust annual profits and said a weaker yen and more cost-cutting would contribute to further gains this year. The world's second-largest carmaker posted group net profits of ¥257bn (£1.7bn) last year, up 46 per cent on an annualised basis despite a slight slip in sales.

• Nearly a third of UK managers are insecure in their jobs, according to the Institute of Management. The organisation's research reveals a particularly high level of job insecurity among junior and middle managers.

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# Problems Storehouse can't shelve

## THE INVESTMENT COLUMN

EDITED BY MAGNUS GRIMOND

The market is getting worried about Storehouse, the BHS and Mothercare retailer that also includes the Blazer menswear chain. Since Keith Edelman joined as chief executive three years ago, the group has concentrated on all the right things.

It has built margins rather than chasing sales, kept the lid on costs and sorted out the nuts and bolts of the business, including reducing the number of suppliers and shortening lead times. Distribution costs have also been addressed and will fall by a further 25m this year.

It is a similar strategy to that employed by John Hoerner at Burton which has also seen its fortunes improve. Storehouse shares have rebounded 30p at the time of Mr Edelman's appointment to yesterday's 327p. The 21 per cent hike in profits to £110m shows that the fruits of his work are coming through.

But the City is already looking to the next stage. With margins re-built and store refurbishment progressing, management must now drive sales which have been flat for more than five years.

Like-for-like sales fell 2 per cent across the group last year, with sales in the main BHS and Mothercare chains down. Mothercare had a particularly weak second half on the back of a weak clothing range and problems with product availability. Even these uninspiring figures are flattered by another stellar performance from Storehouse's overseas stores. Even including new openings, the group's UK sales fell by more than 3.3 per cent last year.

Though management is saying that boosting sales is the priority, this will be no easy thing as advertising expenditure will be cut this year after the high spends of recent years. The company hopes store refurbishments and the gradual maturing of new openings will be enough to kick-start sales.

There is also much to do at Children's World, the out-of-town group acquired from Boots earlier this year for £62.5m. Next year's accounts will include exceptional charges of £16m-£18m to cover the integration programme which will include the closure of the Nottingham head office in September and possibly the closure of some stores.

The store names will not automatically change to Mothercare, even though the company perceives it to be a stronger brand. Mothercare World is a possibility, though the re-branding will not start until next spring.

The overseas stores are going great guns, with franchise sales having increased by 29 per cent to £78m.

## Morland's Hen lays golden eggs

Shareholders in Morland, the Oxfordshire-based brewer, who helped fight off the bid from Greene King nearly four years ago at 450p a share have at last been rewarded for their patience. Having underperformed for most of the intervening period, this year the shares have at last broken decisively through the 550p barrier and now stand at 628p, up 9p.

Renewed bid speculation has helped, fuelled by the authorities' apparently more relaxed attitude to consolidation in the industry. But Morland has also shown itself adept at managing the business and is beginning to prove itself with acquisitions.

Yesterday's half-year figures to

BZW is forecasting profits of £125m this year, which puts the shares on a forward rating of 16. They are no more than a hold and there is probably better value elsewhere.

March revealed pre-tax profits soaring 30 per cent to £6.09m, swollen by last year's acquisition of Unicorn Inns and a group of outlets from the Chapman family.

The aggregate cost of £25.1m for the 23 pubs in question raised eyebrows at the time, but Morland is already making the assets work. Margins have been raised by up to 3 per cent at Unicorn and between 10 and 12 per cent at Chapman. More importantly, despite the drag caused by the rights issue which accompanied the Unicorn deal, earnings per share have climbed an underlying 8.3 per cent to 15.7p in the last period.

Meanwhile, the existing estate is continuing to grow, with profits up 10 per cent on unchanged numbers of outlets. Morland is continuing to swim against the trend of falling beer volumes generally, with its Wig & Pen and Newt & Cucumber formats aimed at younger and female town-centre drinkers.

But the big question for Morland is whether it can continue the huge success of Old Speckled Hen, the up-market ale which was relaunched in draft in 1991. Volumes have rocketed

from virtually nothing to 40,000 barrels a year on the back of guest beer tie ups with the big brewers and the launch of canned and bottled versions. Since Carlsberg was signed up in April, all four of the brewing giants are now aboard, along with all the main supermarkets in the take-home trade.

The hope is that rolling out the brand to more stores and overseas, including the US, will now take up the slack and Morland has doubled the capacity of its Abingdon brewery to 220,000 barrels in anticipation. In the mean time, profits of around £14.4m this year would put the shares on a forward p/e of 17. Hold.

## Go-Ahead keeps motoring

Go-Ahead Group, the Newcastle-based bus group, has not let its March profit warning divert it from the acquisitions route. Yesterday's £46.1m deal to snap up London General, one of the capital's biggest bus franchisees, shows that the group retains the confidence of the City.

Shareholders are being asked for £19.5m in a one-for-five placing and open offer at 290p a share fully underwritten by Hill Samuel. Despite gearing rising to 290 per cent after the deal, the bank is also making available a borrowing facility of £32.1m, which should leave plenty of slack for further acquisitions.

With its existing London Central operation, the latest acquisition will give Go-Ahead 18 per cent of the metropolitan market and a commanding position south of the Thames, which is fertile ground for bus operators given the poor Underground coverage.

Vigorous cost-cutting by the existing management has raised operating profits before exceptional items from £2m before the original buyout at London General in November 1994 to £7.67m in the year to March. That puts an earnings-enhancing exit multiple of eight on the deal, once cash balances of £7.3m are stripped out, but it reflects the risk of owning a company a fifth of whose routes are put out to tender every year. Go-Ahead reckons it can offset the risk with cost savings from merging the two London businesses. Those could be worth at least £850,000 a year and there are still other operators in the capital to be bought.

If profits rise from a forecast £11.5m this year to £21.5m in 1995-96, the shares, up 30p at 340p, are on a forward p/e of around 10. Good value.

# Building society big boys strap on the bovine boots

## CITY DIARY

JOHN WILLCOCK



Euro96 is upon us, and with it that perennial problem, the football hooligan. The police's Football Intelligence Unit is hard at work collating lists of English, German and Dutch yobs who are expected to cause trouble. Some of the worst agro could, however, come from the building society sector. Andrew Messenger, the newly appointed chief executive of West Bromwich Building Society, has been invited to the quarter-finals by Mike Jackson, his counterpart at Birmingham Midshires – the notoriously aggressive outfit that has been stalking West Brom recently with a view to a merger. Mr Jackson has also invited Dr John Wrigleyworth, the extrovert strategy supremo at Bradford and Bingley – which itself would like to act as a "white knight" for West Brom. Perhaps a deal or two will be struck over the half-time champagne. If not, a heavy police presence may be required.

American beer has always despised British beer as being flat and warm. It is something to suffer through during holidays here, like rain and bad coffee. All that has changed courtesy of Morland, the Abingdon-based brewer led by chief executive Mike Watts. The share of the US beer market taken by "amber ale", the American name for bitter, has grown to 4 per cent over the last three years. Mr Watts claims that his company's bitter, Old Speckled Hen, is leading the charge. Tastings of this bitter have been held in Boston, Chicago and San Diego. Now if Mr Watts could just get to work marketing our beer...

The Bank of England prides itself on setting a good example to the City. It publishes a full annual report and accounts, for example, even though the Bank is not a plc

and has no duty to do so. It may seem churlish then to note that the Bank's 3,800-odd staff and six executive directors receive inflation-linked pensions – but that there is no mention of this lucrative arrangement in the 1996 report. Some actuaries estimate that taking account of inflation can increase the annual cost of a pension by around a third. According to the Greenbury report on directors' remuneration, at least the details of directors' pensions should be included. A Bank spokesman says: "We seek to apply the spirit of Greenbury. There's an awful lot of information to there [the report]." Not about index linking, though. Perhaps next year.

A canny Manhattan property developer has installed a special high-capacity cable in its latest apartment block, which allows tenants to access the Internet 55 times as quickly as the fastest popular modem. Gregory Selgado, sales director for Real Renters, says the East Village building's communal cabling has proven such a hit with tenants that they are prepared to pay well above market rates – \$1,700 a month for a one-bedroom apartment, plus up to \$115 to the Internet provider – which Mr Selgado owns. Where America leads, the world follows. It cannot be too long before City traders will be able to play the markets on the Internet from the comfort of their Docklands lofts.

# P&O lands £250m contract in China

P&O yesterday announced that it had won the biggest construction management contract so far awarded in China, worth £250m. Reuter reports.

The shipping and construction company is to oversee the construction of a 50-storey office tower in the centre of Shanghai alongside two 22-storey residential towers.

The deal was signed at one of two ceremonies in the city attended by Michael Heseltine, Deputy Prime Minister, as part of his trade mission to China.

The second contract was the establishment of a joint venture between Crossroll, a British textile company, and a Shanghai company, to produce textiles.

Lord Sterling, chairman of P&O, said in London that the company had had links with the region for nearly 150 years, and the group's decision to open new offices in Shanghai was "the clearest possible sign of our commitment".

Mr Heseltine is leading a delegation of 270 business people to China, drumming up business for British companies.

Since arriving in Shanghai, he has met the mayor and leaders

of five cities in eastern China. The construction contract was won by the P&O subsidiary Bovis Asia Pacific, and the buildings will be in the heart of the Bund district of Shanghai, where Western companies had their headquarters in pre-communist days.

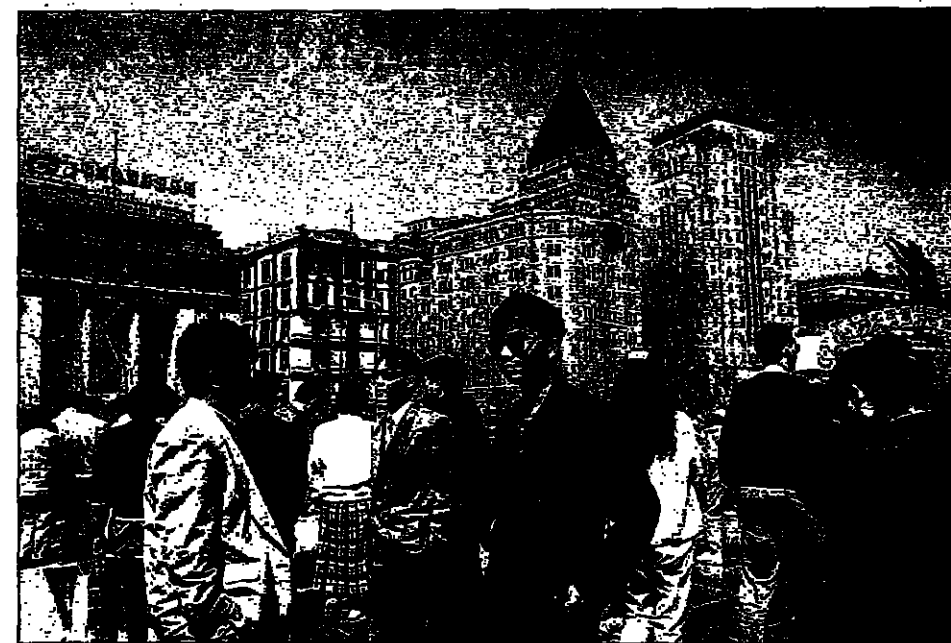
Mr Heseltine said UK companies would have many opportunities to win contracts for Shanghai's new international airport, even though France has won the design contract.

He was speaking after an official briefing about the Pudong New Area where the airport, costing £650m, is to be built ready for opening on the 50th anniversary of the People's Republic of China in 1999.

Shanghai has chosen Aeroport de Paris to design the airport but has not signed a formal contract the value of which will be a small part of the total cost.

"There will be various tendering processes, and in them British companies will have every opportunity to play a significant part in the development of the airport," Mr Heseltine said.

Among the contracts to be



On the waterfront: Booming Shanghai is proving profitable for UK firms Photograph: FT

awarded are those for large engineering work, air traffic control and airport management. He said UK firms were very strong in radar and communications.

Mr Heseltine is due to meet China's President Jiang Zemin today in the southern city of Zhuhai, near Hong Kong.

A Chinese government spokesman said China's leaders

and Mr Heseltine agreed this week that both sides wanted closer co-operation to guarantee Hong Kong's smooth transfer to Chinese sovereignty in 1997.

# Scottish Amicable lobbies MPs over ban on trust

CLIFFORD GERMAN

Scottish Amicable, the Glasgow-based insurance group, is lobbying MPs to overturn the Inland Revenue's shock decision on Wednesday that the Amicable Strategy Trust, Scot Am's innovative £240m Personal Equity Plan, contravenes the tax rules and will have to be scrapped.

MPs can demand action in Parliament to overturn the Inland Revenue, but Parliament is now in recess and MPs will not return until 3 June. Moreover, the public offer is due to close on 10 June, Scot Am's general manager for product development, Gavin Stewart, said yesterday.

Scot Am is also seeking an urgent meeting with the Treasury, but in the meantime the Royal Bank of Scotland has been instructed not to process any more applications or cash any more cheques from investors. Up to 30,000 investors have already applied to enter the Scot

Am trust, which ingeniously allows investors to put up to £50,000 into a Personal Equity Plan in a single year, and to obtain tax-free income on the full amount, by setting up a split-level trust.

Only £6,000 will be invested in income shares in the trust and £44,000 will be invested in warrants which can be converted into capital shares. Only the income shares are treated as part of the PEP but they receive all the dividend income free of tax from the £50,000, which will be fully invested in leading UK equities.

After seven years the capital shares will be entitled to £50,000 or £44,000 indexed to the retail price index, whichever is the higher, and will incur no capital gains tax at all if inflation is less than 1.85 per cent.

The trust was announced last month and was immediately seen as a deliberate attempt to outflank the PEP rules, which limit the amount any investor

can put into a PEP to £6,000 in any one financial year. But Scot Am's managers were adamant at the time that their proposal had been put to the Inland Revenue as long ago as January and had aroused no adverse comment.

Applications have been coming in since 1 May and are on target to reach the target of £240m by June 10, Scot Am said yesterday.

If Scot Am's protest against the Revenue's belated intervention is successful it may be possible to extend the offer period.

But the Revenue's announcement may well persuade many more applicants to delay posting their applications until the situation is clarified.

If the Revenue's decision cannot be overturned, Scot Am has also promised to return all the funds so far invested. But many of the investors will already have taken decisions to liquidate other investments ready to subscribe.

# Videologic optimistic after write-down

MATTHEW HORSMAN  
Media Editor

Videologic, the PC components and software company, weathered a £1.75m stock write-down in the second half to post reduced losses for the year of £7.8m, on turnover up marginally to £13.6m.

Goeff Shingles, the newly appointed chairman, said the company should see further improvements in 1996, particularly by the last quarter, when revenues from royalties paid on its PowerVR silicon chip will begin to flow through.

Videologic has development joint ventures with NEC, the Japanese computer manufacturer, to supply the company's 3D technology, led by the PowerVR family of silicon chips. It has also developed a chip for multimedia applications in PCs and interactive set-top boxes, aimed at replacing graphics controllers and other multimedia devices.

The company, which was floated 18 months ago at 50p, raised £4.8m in March 1996 through a placement of 7 million new shares. It is gaining a following in the City because of its presence in two growing

markets – the Internet and home entertainment.

"Certainly the growing interest in the Internet will be helpful to us," Mr Shingles said. Compag, a leading PC manufacturer, announced in May it would incorporate the PowerVR chip in its Presario computers starting this summer, helping send Videologic's shares sharply higher. They closed down 3.5p last night at 108p.

Videologic said yesterday it had taken steps to ensure that the expensive stock write-down will be the last of its kind. "We had an acute shortage of memory components last year, as everyone scrambled to buy product," Mr Shingles said. "In the end, there was overcapacity in the market, and prices dropped by 50 per cent in a single month, leaving us with overvalued inventory."

Mr Shingles said the situation had been "unacceptable" and that the company has moved to reduce stock and build on firm orders.

The PowerVR is also expected to be introduced into arcade games and in at-home entertainment systems, probably in time for the busy Christmas sales period.

# Burford announces £142m rights issue

MAGNUS GRIMOND

Burford, the property group chaired by Nigel Wray, yesterday announced its second £142m rights issue, its third in three years.

The deal is the latest in a series of cash calls in the property sector. Earlier this week rival developer Chelsfield announced it was raising £102m.

Burford's new money will be used to finance the £70.8m acquisition of seven properties from Shell Properties Trust, also announced yesterday, the £40m development of the group's 12-acre site on London's Finchley Road and the £15m cost of a purpose-built distribution centre in Manchester.

The shares fell 9p to 137p on the news, which compares with the 122p price at which the rights shares are being offered on a two-for-five basis.

Mr Wray said: "The rights issue will enable Burford to use its financial strength and flexibility in pursuing new opportunities to create shareholder value, as we have successfully demonstrated in the past. The initiatives announced today and over the last few weeks are fur-

ther steps towards achieving this objective."

The group is selling its 50 per cent stake in Columbus, a small publishing company, to another publisher, the USM-quoted Carnell, for £14.1m. The all-share consideration for the deal will be passed directly through to Burford shareholders on the basis of around 22 Carnell shares for every 100 shares already held.

The latest spin-off comes hot on the heels of the November demerger of Trocadero, the owner of the leisure development of the same name in the West End of London.

The Shell deal comprises seven properties throughout the UK, but two assets represent 68 per cent of the portfolio by value. Darwin Shopping Centre in Shrewsbury is a 190,000 square foot development built in the 1980s in which several leading high street retailers are tenants. The other big property is Leeds Road Retail Park in Huddersfield, a 160,000 square foot freehold retail warehouse site on which nearly 60 per cent of the space is let to B & Q. Four hotels let to Forte and Mount Charlotte are included in the acquisition.

## IN BRIEF

• George Greener has been named as chief executive of Hillsdown Holdings, the food group that includes Tetley tea and Hartley jams. He replaces David Newton who told the board yesterday that he was resigning to pursue other interests. Mr Green, 50, worked for Mars for 20 years, most recently as managing director of Mars UK.

• Mulberry, the luxury goods group, enjoyed a strong debut on the Alternative Investment Market. The shares raced ahead to 185p compared with the issue price of 153p. The £8.5m issue was five times subscribed. Much of the funds raised will repay loan notes.

• The Moores family, which controls the Littlewoods empire, has voted in favour of the appointment of former Cable & Wireless chief executive James Ross as the group's new chairman. The vote was taken at the company's annual meeting in Liverpool yesterday. Mr Ross replaces Leonard van Geest who has chaired Littlewoods for six years. Mr Ross is expected to modernise the group and bring in some fresh management.

• Cranswick, the pet, food and agribusiness group has reported flat profits of £3.1m for last year though the current year has started encouragingly. The pet sector is looking robust though agribusiness has been affected by rising raw material prices and a tough market. Sales were 22 per cent higher at £142m. The dividend was increased from 8.65p to 9.2p.

• Hamleys, the toy retailer, has reported a 10 per cent increase in sales for the three months to the end of April. Sales in the flagship Regent Street store were strong during February and March but flat over Easter. A new sports department will be officially opened next week. The Heathrow and Channel tunnel shops continue to perform strongly, recording double-digit sales growth.

• BPE Industries and the insulation division of the French group Saint Gobain have signed agreements to establish joint ventures for the manufacture of glass fibre insulation in the UK and Ireland. The arrangements involve the sale to Saint Gobain of half of BPE's Cypriot insulation business and half of its Irish company, Moy Insulation. The joint ventures will trade as British Gypsum-Isolover and Moy-Isolover. Saint Gobain will pay £15m for its share.

Company Results				
	Turnover £	Pre-tax £	EPS	Dividend p
Abeycey (F)	69.7m (54.7m)	2.52m (2.05m)	7.2p (6p)	3.6p (3.6p)
Acacia & Hitchens (F)	147m (147m)	3.10m (4.03m)	6.8p (6.6p)	3.5p (3.5p)
Alfred Hitchcock (F)	102m (89.5m)	5.14m (3.72m)	37.41p (26.63p)	9p (7p)
API Group (F)	58.2m (44.1m)	4.22m (2.51m)	13.58p (10.78p)	4.48p (4.07p)
Archway Group (F)	5.11m (4.8m)	-0.44m (-4.38m)	-1.2p (-1p)	0.5p (0.5p)
Bangladesh Brick (F)	14.5m (16.5m)	0.72m (2.13m)	1.18p (2.56p)	0.75p (0.75p)
Bass (F)	2.53m (2.54m)	288m (282m)	21.8p (19.8p)	7.7p (7.1p)
Barton Holdings (F)	2.97m (2.18m)	2.53m (4.41m)	7.41p (16.99p)	4p (3p)
BTEC (F)	20.8m (23.4m)	-2.74m (-4.37m)	-21.36p (-16.75p)	4p (-)
Brent Walker (F)	1.66m (1.66m)	-415m (-143m)	-107.5p (-38p)	nil (-)
Chrysalis Group (F)	46.8m (41.8m)	-2.9m (-2.5m)	-9.25p (-9.92p)	nil (-)
City of London PS (F)	2.80m (2.88m)	0.28m (0.83m)	6.63p (7.67p)	5.06p (4.55p)
C&W (F)	5.52m (5.13m)	1.28m (1.14m)	27.5p (11.5p)	10p (8.65p)
Cranbrook (F)	142m (116m)	3.12m (3.09m)	15.6p (14.6p)	9.2p (8.65p)
Countdown (F)	2.30m (2.13m)	132m (151m)	20.2p (25.4p)	15.5p (15.4p)
Drew Scientific (F)	2.27m (1.01m)	-0.05m (-0.30m)	-0.2p (-3.3p)	nil (-)
Elliott (F)	111m (104m)	5.09m (4.25m)	10.08p (8.94p)	3p (2.5p)
Forward Group (F)	65.8m (25.8m)	7.8m (3.7p)	43p (17.9p)	9p (8p)
Gibraltar Exploration (F)	- (-)	-40.20m (-40.21m)	- (-)	nil (-)
Glenborough (F)	38.8m (35.4m)	6.57m (5.71m)	139.97p (27.46p)	112p (10.65p)
Jonney Investment (F)	- (-)	1.07m (0.27m)	5.49p (0.58p)	4.5p (0.5p)
Land Securities (F)	- (-)	238m (245m)	33.65p (33.23p)	25p (25p)
Marshall Retail (F)	92.3m (147m)	-2.18m (1.08m)	-3.27p (1.04p)	nil (-)
Merchand & Co (F)	37.2m (23.5m)	6.09m (4.65m)	15.8p (14.5p)	3.6p (3.3p)
PWS (F)	8.72m (7.43m)	0.56m (0.34m)	1.2p (0.6p)	0.3p (0.25p)
Paterson Group (F)	51.9m (49.7m)	2.54m (2.15m)	25.4p (22.8p)	3.3p (3.3p)
Quintessence (F)	29.5m (22.8m)	6.22m (4.87m)	5.5p (6p)	3p (3.2p)
Rail & Hellen (F)	17.1m (14.3m)	2.92m (1.51m)	12.35p (6.7p)	4.8p (4.002p)
Rose Evans (F)	8.79m (8.65m)	7.25m (5.51m)	10.4p (8.3p)	4p (4p)
Southview (F)	28.8m (23.6m)	3.58m (3.13m)	14.62p (13.87p)	5.81p (4.45p)
Starchem (F)	1.08m (1.08m)	110m (90.8m)	17.6p (14.6p)	7.2p (6.3p)
Tennant (F)	39.3m (38.4m)	4.19m (5.54m)	8.5p (11.5p)	1.88p (1.42p)
Vitalis (F)	13.8m (12.2m)	-7.52m (-8.72m)	-5.4p (-7p)	nil (-)
Watt (F)	42.6m (45.1m)	0.01m (-2.3m)	-1p (-10.4p)	1p (1.1p)
W H Young (F)	27.3m (24.9m)	1.22m (0.88m)	5.5p (5.3p)	1.2p (1.2p)
York Waterworks (F)	8.50m (8.13m)	3.17m (2.81m)	32.4p (29.1p)	1.75p (10.8p)

(F) = Financial (F) = Financial (F) = Financial (F) = Financial



## market report/shares

## DATA BANK

FT-SE 100  
3747.0 -17.2

FT-SE 250  
4501.4 -10.9

FT-SE 350  
1899.1 -7.8

SEAQ VOLUME  
971.1m shares,  
33,039 bargains

Gifts Index  
92.35 +0.06

## SHARE SPOTLIGHT



## Investors fear Archie's party at Asda may be over

Is the party over for Archie Norman and his Asda superstores chain? The shares, up from 22.8p since he moved in to rescue the then ailing retailer, slipped from their seven-year high, closing 1.5p down at 118.5p.

Mike Dennis at NatWest Securities ruffled sentiment. A long-time fan of the group, he cut this year's profit forecast from £552m to £335m although he is sticking with £304m, which would represent a £46.8m advance, for the year ended last month.

As the Norman touch has transformed the business Asda has enjoyed steady progress. Over the next three years, however, growth is likely to slow dramatically. Mr Dennis was expecting 11 per cent for the current year but has cut his estimate to 7 per cent.

The slowdown is due mainly to disappointing non-food sales, a reduced new store

openings programme and the extra overheads, such as back-up facilities and more expensive staff. Asda is incurring in its battle with the other supermarket giants.

Mr Norman's latest blast in the price war, a promise to sell petrol at cost from his 10 hypermarkets, can only further erode profits. Last year the group's petrol retailing was worth around £12m to the pre-tax figure.

Asda suffered a run of misfortune with its shares falling from a 176p peak in 1987. Under the Norman guidance it has thrown off its jokey, cloth-cap image and taken the lead in many retailing initiatives. It should in its current year reap rich rewards from the flotation of Allied Carpets where it has a 40 per cent interest.

Mr Dennis' new supermarket choice is Argus, which he has moved from hold to add. The supermarket climate was



## MARKET REPORT

## DEREK PAIN

Stock market reporter  
of the year

also influenced by Andrew Fowler at UBS who said industry trading conditions could "only get better".

Argyll rose 6p to 350p; J Sainsbury 5p to 384p and Tesco 6p to 293p.

The rest of the stock market was unsettled by the signalled departure of Jeffrey Vinik, the powerful Fidelity fund manager who ran the high-profile Magellan Fund. Under his guidance it grew from \$20bn to \$50bn.

But he has found the going increasingly tough and recent gambles, such as moving into bonds, have not paid off, raising questions about the fund's performance.

Magellan is believed to be heavily involved in the London market, particularly in hi-tech shares. It is also believed to have latched on to Reuters, SmithKline Beecham and Vodafone, among others.

There is an obvious fear the Vinik departure could lead to a change in Magellan's policy and although the Americans would be too smart to dump shares the very presence of an overhang could have a depressing influence.

The market was in the dumps even before the Vinik retreat. The FT-SE 100 index, in busy trading, fell 17.2 points to 3,747 with an early gain obliterated, largely by political

worries and book-squaring before the holiday weekend.

Takeover speculation again swirled around Lucas Industries, up 6p to 237p in busy late trading. Directors, it was said, would meet today to rubber-stamp the merger with Varity, a US car parts group.

The US deal has assumed growing importance. At first it was dismissed as a sideshow ahead of a Continental or US bid. Now there is speculation Varity could bring unsuspected riches to Lucas.

Christies International, the fine art auctioneer which is expected to go under the bid hammer, rose 2p to 227p. There was talk Joseph Lewis was meeting his financial advisers in London about offers he has received for his near-30 per cent shareholding. A deal with Prince Jefri Bolkiah of Brunei, who captured jewellers Asprey, is thought likely. Utilities, after Wednesday's

weakness, staged modest recoveries although National Power fell a further 3.5p to 516.5p. Mid-Kent, a water company, dipped 12p to 423p, after a French takeover bid was referred to the Monopolies and Mergers Commission.

Pilkington, the glass group, cracked on worries profits could be under pressure. There was talk of possible profit downgradings following a cautious presentation from Saint Gobain, the French group, which left analysts with the impression glass prices were weakening. Pilkington fell 6p to 194p. T&N, on German car components gloom, skidded 7p to 148p.

On the drugs front Cortec International was little changed at 351p. A positive statement and cash call are rumoured. Newcoaters Mulberry reached 185p from a 153p placing. Epic Multimedia held around its 105p issue price.

## TAKING STOCK

Paramount, with 200 pubs, looks vulnerable following Enterprise Inns' £51.5m acquisition of the John Labatt's pub portfolio. The deal includes a 50 per cent interest in Real Inns with 98 properties. The other half is owned by Paramount which manages the chain. It has lost one management contract (for 39 pubs) recently and can ill-afford another departure. There is talk that if the split ownership is not resolved Enterprise could bid for Paramount, unchanged at 5.5p. Enterprise gained 19p to 229p, a 46p gain this week; the Labatt deal has prompted the market to warm towards the pubcos.

Insurance broker Ockham jumped 28p to a 98p high; its profit from the Lloyd's of London changes could reach £18m. The shares were 55p earlier this month.

## Share Price Data

Index are in sterling except where stated. The yield is last year's dividend, grossed up by 20 per cent, as a percentage of the share price. The price/earnings (P/E) ratio is the share price divided by last year's earnings per share, excluding exceptional items. Other details: F Ex rights & Ex dividend & Ex all a United Securities Market's Suspended (by Parity Paid) and All Field Shares. Source: FT Information

## The Independent Index

The index allows you to access real-time share prices by phone from Seag. Simply call 0891 123 333, followed by the 4-digit code printed next to each share. To access the latest financial reports call 0891 1233 followed by one of the two-digit codes below.

Anyone with a tone-dial telephone can use the service. For a detailed description of the Independent Index, including a list of shares, call our helpline 071 875 4375 (9.30am - 5.30pm). For assistance, call our helpline 071 875 4375 (9.30am - 5.30pm). Call cost 30p per minute (cheap rates), and 40p at all other times. Call charges include VAT.

## Market leaders: Top 20 volumes

Stock	Volume	Stock	Volume	Stock	Volume
British Gas	300000	Cable & Wire	250000	Heron	100000
British Telecom	250000	ST	150000	Prudential	80000
BT	200000	Southway	100000	Lloyds 158	80000
BT Group	200000	BT Group	100000	BT Group	80000
BT Group	200000	BT Group	100000	BT Group	80000

FT-SE 100 index hour by hour			
Open 3768 up 12.7	11.00 3768 up 6.4	15.00 3747 down 19.2	
Open 3768 up 12.7	12.00 3768 up 12.4	15.00 3747 down 19.2	
Open 3768 up 12.7	13.00 3747 down 19.2	Close 3747 down 17.2	

Stock	Price	Stock	Price	Stock	Price
British Gas	118.5	British Telecom	118.5	British Telecom	118.5
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# business

## Regulators should beware when the cap doesn't fit

One of the biggest smash and grab affairs ever, they called it. When Ofgas chief Claire Spottiswoode pronounced last week on the prices to be set by the British Gas subsidiary Transco, the company hit the roof.

Sids - the little shareholders - were marshalled to express their distress about their dividends. And British Gas hollered about job cuts in their thousands, and the threat to future investment.

So here we go again, another round in the ongoing controversy about utility regulation. Whatever the regulators do they provoke a fuss. If they go too easy on the companies - as they undoubtedly have done since privatisation - the public and politicians scream about excess profits. If they are too tough, they jeopardise the future safety of critical industries. Either way they and the regulatory system they operate have become the targets of fierce criticism.

It seems strange then that Ms Spottiswoode should decide to reject what promised to be the grand solution to her problems. Lost amid the controversy last week came the news that Ofgas had investigated an alternative regulatory approach for Transco, based on sharing profits rather than capping prices.

British Gas was keen, the Labour Party was interested, the experts lined up in support - but Claire said no. Could she have made a foolish mistake? Certainly the existing price-capping framework isn't working too well. Under the RPI-X system, the regulated companies are allowed to raise their prices by the rate of inflation (RPI), minus some amount (X) determined by the regulator to reflect projected cost savings. Any extra savings the company makes in the meantime, it can keep



INDUSTRY VIEW  
YVETTE COOPER

or pass on to shareholders. Supposedly this provides management with incentives to look for new improvements, and the consumer then benefits when prices are revised again in the next review.

It all sounds sensible enough. The trouble is it has been a disaster in practice. At the heart of the matter is what economists call the "asymmetric information problem".

Companies know far more than the regulator about the future costs they will face, and the real prospects

### When the price cap is too severe, sobs of pain will be dismissed as crying wolf

for savings. But they can cheerfully offer pessimistic forecasts during the review and keep those savings for profits instead of price cuts.

Excess profits - especially on the scale that our recently privatised utilities have reported over the last seven years - will always provoke a political and public outcry and send the regulator scurrying back to review earlier mistakes. But the more frequently the regulator returns, the less the incentives to managers.

Dieter Helm, director of Oxford Economic Research Associates, points out: "The politics of energy are such that the public will never allow abnormal profits to pile up over five years."

set is, in fact, too severe, the sobs of pain from the companies will be dismissed as crying wolf, but several years down the line we may discover that our utilities are in trouble.

The regulators can only give utilities the space they need to properly invest in the future if they feel they have a way to deal with excess profits, and ensure companies are not pulling a fast one.

Enter profit-sharing. Under this form of regulation, extra profits (or losses) are shared between consumers and shareholders, rather than kept entirely for the management and shareholders to enjoy (or endure). Papers were written, conferences held, research commis-

sioned. The Labour Party flirted with the idea, and Ms Spottiswoode signalled her interest, commissioning detailed work from outside consultants on the logistics of profit-sharing for Transco.

One variation - the Helm version - is to set a price cap, then split the unexpected profits 50-50 between customer and shareholder. The version considered by Ofgas was "sliding scale regulation". Instead of setting just one price cap, the regulator provides the company with several alternatives.

If prices are low, shareholders can keep most of the extra profits (because low prices mean customers have already had their cut). On the other hand, if prices are high, then the customer gets a bigger rebate from profits. Hence the sliding scale.

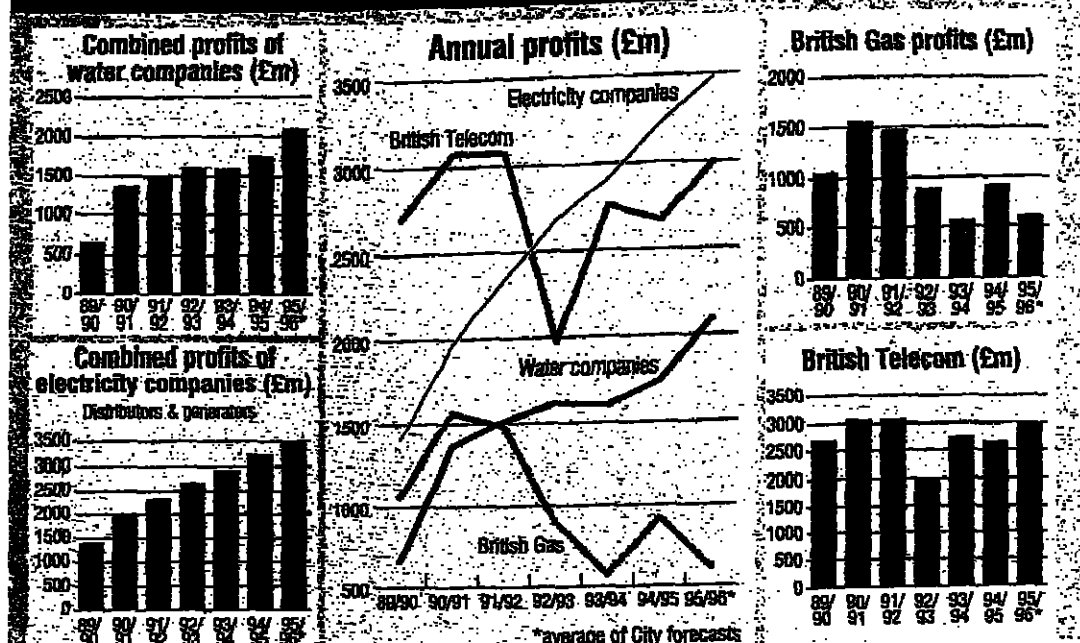
Either way the regulator has a safety net against unduly gloomy forecasts by the company, whilst unexpected and damaging changes in costs which surprise the regulator can easily be accommodated.

Yet for all these arguments, Ofgas ditched the idea. One concern for it clearly was the fear that profit-sharing, by reducing the cash that firms can borrow, would reduce the probability of the regulatory regime is not increased.

Supporting that position in a recent issue of *Fiscal Studies*, John Vickers and Colin Meyer argue that: "Profit measures of performance are particularly subjective and prone to manipulation in utilities, because of difficulties in determining asset values."

A spokesman for Ofgas said: "There are other ways of tackling the problem that profit-sharing purports to solve, and we believe they

### Privatised utilities: How the profits mount



of profit-sharing still embroils it in all the same kinds of measurement and asymmetric information problems as before, and the probability of the regulatory regime is not increased.

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A spokesman for Ofgas said: "There are other ways of tackling the problem that profit-sharing purports to solve, and we believe they

will be more appropriate." What Ofgas calls "error correction mechanisms" aim to allow the prices to respond to changes in the utilities' costs that the regulator had not anticipated - either because the company proved to be wrong or because external circumstances changed. It may be right. And it has probably around two years to prove it. If on the other hand the regulators cannot devise a framework that provides incentives, protects the industries' future and keeps the customers happy, they should brace themselves for change.

Mr Stakeholding himself, John

Key of London School of Economics, wrote in a recent edition of *Prospect* magazine: "The attempt to establish a 'regulatory contract' under which firms maximise profit subject to an external constraint, is an unavoidable source of dissatisfaction. We must move away from a public structure, while retaining the advantages of managerial autonomy and commercial discipline in a framework focused on customers, not the capital market."

Profit-sharing is one possibility for the future of the utilities, but the regulators should beware of public dissatisfaction which will fuel the case for more radical change.

### Foreign Exchange Rates

Currency	Spot	1 month	3 months	6 months	1 year
US	1.526	9.7	25.22	1000	—
Canada	2.083	11.3	30.37	1570	2.1
Germany	2.301	53.48	159.19	15405	26.34
France	7.894	52.30	159.40	15405	26.34
Italy	2.057	75.90	221.64	170.92	31.91
Japan	161.51	75.70	225.21	166.76	31.91
ECU	1.236	15.11	45.40	122.72	7.5
Belgium	4.204	12.9	34.20	118.70	6.5
Denmark	8.955	17.33	52.94	134.70	8.5
Netherlands	2.001	65.59	197.84	172.29	35.36
Ireland	0.0850	0.4	1.1	0.4	0.5
Norway	5.976	16.64	52.93	134.70	8.5
Spain	164.14	26.34	78.98	123.34	23.27
Sweden	10.357	9.5	25.34	84.04	96.12
Switzerland	1.912	65.59	197.84	172.29	35.36
Australia	1.526	9.7	25.22	1000	—
Hong Kong	17.01	10.41	22.10	77.35	4.2
Malaysia	3.702	1.04	0.4	2.4825	4.14
New Zealand	2.208	43.57	133.15	148.16	30.32
Saudi Arabia	5.219	0.4	0.4	1.676	2.7
Singapore	2.350	0.4	0.4	1.406	41.30

### Other Spot Rates

Country	Spot	1 month	3 months	6 months	1 year
Argentina	1.526	9.7	25.22	1000	—
Australia	1.526	9.7	25.22	1000	—
Canada	2.083	11.3	30.37	1570	2.1
Chile	12.500	—	—	—	—
Egypt	5.200	—	—	—	—
Finland	7.894	52.30	159.40	15405	26.34
Ghana	2.442	—	—	—	—
Greece	3.657	—	—	—	—
India	3.250	—	—	—	—
Kuwait	0.447	—	—	—	—

Forward rates quoted high to low are at a discount; subtract from spot rate; quoted low to high are at a premium; add to spot rate.

\*Dollar rates quoted as reciprocals.

For the latest foreign exchange rates call 0800 123 3033.

Cable cost 50p per minute (cheap rate) 45p other times.

### Interest Rates

UK	Germany	US	Japan
Base	6.00%	Discount	2.50%
Intervention	3.70%	Canada	5.00%
Rate	1.00%	Spain	2.00%
Discount	3.00%	Sweden	5.00%
Advances	2.80%	Denmark	5.00%
		Repos (3m)	6.70%

### Bond Yields

Country	10yr	10yr	10yr	10yr	10yr
UK	6.730	6.730	6.730	6.730	6.730
US	6.145	6.145	6.145	6.145	6.145
Germany	6.145	6.145	6.145	6.145	6.145
France	5.745	5.745	5.745	5.745	5.745

### Money Market Rates

UK	Germany	US	Japan
Base	6.00%	Discount	2.50%
Intervention	3.70%	Canada	5.00%
Rate	1.00%	Spain	2.00%
Discount	3.00%	Sweden	5.00%
Advances	2.80%	Denmark	5.00%
		Repos (3m)	6.70%

### Tourist Rates

UK	Germany	US	Japan
Base	6.00%	Discount	2.50%
Intervention	3.70%	Canada	5.00%
Rate	1.00%	Spain	2.00%
Discount	3.00%	Sweden	5.00%
Advances	2.80%	Denmark	5.00%
		Repos (3m)	6.70%

### Latest Unit Trust Prices

Stock	Sell	Buy	Yld	Stock	Sell	Buy	Yld
ATA Equity & Low Unit Trust Managers	72.77	82.75	62.28	PPF Japan Growth	26.50	26.50	0.00
ATA Equity & Low Unit Trust Managers	72.77	82.75	62.28	PPF Japan Growth	26.50	26.50	0.00
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ATA Equity & Low Unit Trust Managers	72.77	82.75	62.28	PPF Japan Growth	26.50	26.50	0.00

### Life Financial Futures

Contract	Settlement	High/Low	Open
Long GB	105.18	105.22	105.18
Long GB	105.18	105.22	105.18
Long GB	105.18	105.22	105.18
Long GB	105.18	105.22	105.18
Long GB	105.18	105.22	105.18

### Life FT-SE Index Option

Settlement	Settlement	Settlement	Settlement
Settlement	Settlement	Settlement	Settlement
Settlement	Settlement	Settlement	Settlement
Settlement	Settlement	Settlement	Settlement
Settlement	Settlement	Settlement	Settlement

### Commodity Indices

Index	Settlement	Settlement	Settlement
Index	Settlement	Settlement	Settlement
Index	Settlement	Settlement	Settlement
Index	Settlement	Settlement	Settlement
Index	Settlement	Settlement	Settlement

### Commodity Futures

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Options

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Spreads

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Volumes

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Prices

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Quotes

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Data

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity News

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Commodity Alerts

Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open
Contract	Settlement	High/Low	Open

### Industrial Metals

Aluminium	Copper	Gold	Iron
Aluminium	Copper	Gold	Iron
Aluminium	Copper	Gold	Iron
Aluminium	Copper	Gold	Iron
Aluminium	Copper	Gold	Iron

### Precious Metals

Platinum	Palladium	Silver	Gold
Platinum	Palladium	Silver	Gold
Platinum	Palladium	Silver	Gold
Platinum	Palladium	Silver	Gold
Platinum	Palladium	Silver	Gold

### Agricultural

Cocoa	Coffee	Wheat	Barley
Cocoa	Coffee	Wheat	Barley
Cocoa	Coffee	Wheat	Barley
Cocoa	Coffee	Wheat	Barley
Cocoa	Coffee	Wheat	Barley

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs

May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug
May	June	July	Aug

### Other Softs















